FEEDSTUFFS

★ A WEEKLY NEWSPAPER ★

FOR THE FEED MANUFACTURER, JOBBER, BROKER and DEALER

Volume 22—Number 35 SEPTEMBER 2, 1950 1 Year $4, 2 Years $7

Congress Approves Control Measure

Animal, Poultry Building Dedicated at Minnesota

ST. PAUL—The University of Minnesota formally dedicated its new $660,000 animal and poultry husbandry building, Peters Hall, at ceremonies on the Farm Campus Aug. 30.

The building, named after the late W. H. Peters, for many years chief of the animal and poultry husbandry division at Minnesota, fills a long-standing need of the university. The 194 by 204-ft. two-story stucture contains an auditorium, library, laboratories, poultry batteries and offices for the two divisions.

Speakers, Charles E. Snyder, editor of the Drovers Journal, Chicago, and Prof. L. E. Card, head of the animal science department at the University of Illinois, paid tribute to Dr. Peters and cited the benefits to consumers as well as farmers from investments in agricultural research and education. Dr. J. L. Morrill, president of the university, made the dedication.

Dr. Peters achieved prominence in his field. In 1948 his portrait was hung in the gallery of the Saddle and Sirloin Club in Chicago, an honor bestowed upon those who have done outstanding work in teaching and research.

He was livestock editor of Farm Stock and Home and of the Farmer. His book, "Livestock Production," is now used widely in colleges throughout the nation. With G. P. Deyoe, he wrote another book, "Raising Livestock," in 1946. Dr. Peters served as president of the American Society of Animal Production in 1941.

Before coming to Minnesota Dr. Peters was head of the animal husbandry departments at Manitoba Agricultural College and at North Dakota Agricultural College. He came to the U. of M. in 1918 and was named animal husbandry chief in 1921.

STAND-BY PRICE AND WAGE AUTHORITY GIVEN PRESIDENT

Special Provision for Farm Price Ceilings Included—Margin Control Excluded—No Immediate Need for Price Controls Over Foods Seen

By JOHN CIPPERLY
Washington Correspondent of Feedstuffs

WASHINGTON—Economic control legislation was approved by Congress this week and headed for prompt approval at the White House, although the measure contains wider powers than originally requested and denies others which the administration wanted.

After more than a week of study by a conference committee, a bill was sent back to both chambers for approval. This measure as it goes to the President contains these following major provisions:

● The bill grants discretionary use of price, wage and ration controls to the chief executive to be used at any time he finds that prices have risen or threaten to rise in an inflationary manner over the levels of May 24-June 24, 1950. When he imposes price ceilings on products or commodities, he must stabilize wages at the same time. This authority is to be used if voluntary efforts fail. In addition, as a criterion to guide his decisions on these matters, the President is instructed to determine if such controls are necessary to the national defense and are practicable, fair and equitable.

Wage controls, if established, cannot be set lower than during the price base period of the bill, May 24-June 24, 1950.

● Ceiling prices cannot be established on agricultural commodities at less than parity or the highest price prevailing between May 24 and June 24, 1950, whichever is higher. For those commodities which were not marketed within that base period, the ceiling is to be the average prevailing price in the nearest representative marketing period.

● Authority over wages and price is granted until June 30, 1951, and authority over allocations and priorities is granted through June 30, 1952.

● The legislation makes specific ex-

(Continued on page 53)

Related Groups to Meet During Grain, Feed Dealers' Convention

ST. LOUIS—Meetings of national committees and of related national organizations will mark the 54th annual convention of the Grain and Feed Dealers National Assn. at Kansas City Sept. 24-26.

The Secretaries Circle, including secretaries of the 42 associations affiliated with the national association will have an all-day meeting Sept. 25. Lloyd Case of Minneapolis is president of the circle.

The national organizations of grain weighmasters and grain inspectors will schedule their meetings at Kansas City.

The National Grain Trade Council will sponsor a luncheon Sept. 26, with Deane W. Malott, chancellor of the University of Kansas, as speaker. The council also will hold its regular quarterly meeting at Kansas City Sept. 26.

Meetings are scheduled on the regular convention program for the national country elevator, national feed, national feed distributors, uniform grades, transportation and national trade rules committees.

The board of directors of the national association will hold its annual meeting the afternoon of Sept. 24, to be followed by the annual directors dinner. The executive committee will meet just prior to the board meeting.

One of the speakers at the convention will be Thomas W. Staley, chairman of the board of the American Feed Manufacturers Assn. Mr. Staley, who is general manager and treasurer of the Staley Milling Co., Kansas City, will speak at the morning session Sept. 26. He will present his analysis of problems confronting the feed industry as a result of the current war situation.

The association is sending notice to its membership about the annual golf tournament to be held in connection with the convention. The tournament will be held Sept. 25 at the Hillcrest Country Club, and all prospective golfers are asked to fill in slips mailed out by the association for advance notice to the Kansas City golf committee.

Golf prize winners will receive their awards as part of the big afternoon reception and floor show Sept. 26. One of the awards will be the annual Charles S. Clark trophy, to the top winner. T. A. O'Sullivan of Flour Mills of America, Inc., is chairman of the Kansas City golf committee.

Women visitors at the convention of the national association and the annual convention of the Missouri Grain, Feed and Millers Assn., being held at the same time will be offered an attractive program, officials promise.

The program includes a breakfast, style show, a tour of Kansas City, a luncheon program and the reception for all registered guests, men and women. The reception will be followed by a floor show, the presentation of golf prizes and other events. Women also are invited to any of the regular convention speaking programs.

Feed Industry Opposes Attempts to Renew Molasses Allocations

CHICAGO—Attempts of certain industrial users of blackstrap molasses to have supplies of that commodity placed on a government allocation basis are strongly opposed by the feed industry.

"Short of all-out war, the feed industry insists that it be allowed to bid for whatever the available molasses supply might be, on an equal and competitive basis to any users," states a recent special bulletin issued by the American Feed Manufacturers Assn.

The bulletin, signed by Walter C. Berger, president of the AFMA, reports that certain other industries which are vitally interested in molasses for other purposes than livestock feeding have seemingly become alarmed because of recent molasses price advances.

"They are attempting to use the Korean situation as an alibi to get our government to again purchase the Cuban blackstrap crop and allocate the supply," the bulletin states. "They want the government to allocate their needs first and leave what is left for the feed industry."

The AFMA does not believe that production of essential war materials made from molasses is in a precarious position. It further points out that there are abundant supplies of grains on hand from which these same wartime materials can be made.

Steps Up Consumption

During World War II, when the feed industry was forced to use molasses on the basis of 50% of its prewar usage, it used as little as 48 million gallons annually. However, in the year ending June 30, 1950, the feed industry used an estimated 200 to 215 million gallons.

"Molasses last fall was so relatively cheap in comparison to its main competitor, corn, that the feed industry immediately saw to it that this low cost ingredient was made available to the livestock industry," the bulletin states. "Therefore, it was used at an extremely high rate. The Korean conflict has had nothing to do with this situation—it is merely a matter of sound economics."

Mr. Berger expresses confidence that short of an all-out war, the government will not attempt to procure the Cuban molasses crop and initiate allocations.

WALTER SUCHARSKI RETIRES

MILWAUKEE—Walter Sucharski has announced his retirement from the management of W. Sucharski, Inc., flour and feed establishment in South Milwaukee. Joseph J. Sucharski has been elected president and general manager of the concern.

FEEDSTUFFS FEATURES

● ● ●

Joe Brooks...34 New Products..22
Convention Calendar 18
Classified Ads 50-51
Index to Advertisers 59
Feed Markets in Detail.....54
Vitamin B_{12} in Poultry Nutrition..22
Keep Your Eye on the Ball.....27
Carotene in Range Feeding 37
Illinois Feed Assn.....42

★ FEEDSTUFFS ★

Published Every Saturday by
The Miller Publishing Co., 116 So. Sixth St., Minneapolis 2, Minn.
(All Offices Serviced by Bell System Teletype)

EDITORIAL STAFF—Harvey E. Yantis, Editor; Carroll K. Michener, Executive Editor; Milton H. Kihlstrom, Managing Editor; Martin E. Newell, Feed L. Dittemore, Wilfred E. Lingren, Associate Editors; George L. Gates, Market Editor; Frank W. Cooley, Jr., Editorial Assistant.

WASHINGTON REPRESENTATIVE—John Cipperly, 884 Hibbs Building, Washington, D. C., Telephone, Republic 8534.

BUSINESS STAFF—H. J. Pattridge, President and Treasurer; Carroll K. Michener, Vice President; Wayne G. Martin, Jr., Vice President; Harvey E. Yantis, Secretary; Thomas A. Griffin, Business Manager; Edwin J. Hartwick, Circulation Manager; James G. Pattridge, Assistant Treasurer.

BRANCH OFFICES—SOUTHWEST, Martin E. Newell, Manager, 614 Board of Trade Building, Kansas City 6, Mo.; EASTERN STATES, Wayne G. Martin, Jr., Manager, George W. Potts, Assistant Manager, 23 Beaver Street, New York 4, N. Y.; CHICAGO, S. O. Werner, Manager, Room 719, 166 West Jackson Boulevard, Chicago 4, Ill.; CENTRAL STATES, Don E. Rogers, Manager, Room 719, 166 West Jackson Boulevard, Chicago 4, Ill.; CANADA, A. H. Bailey, Manager, 901 Lumsden Building, Toronto 2, Ont.; EUROPE, George E. Swarbreck, Manager, 53 Mark Lane, London, E. C. 3, England.

Correspondence regarding subscriptions, changes of address, etc., should be sent to Circulation Manager Feedstuffs, Minneapolis 2, Minn. Single copies 25c. Subscription rates: One year $4, two years $7, in the U. S., U. S. possessions, Canada and Pan-America. Add $3 a year for postage to other countries. Change of Address—Readers are urged to give prompt notice and to anticipate change in near future by two weeks advance notice. Ask postman for form 22-8 to advise of this change. Feedstuffs accepts subscriptions only through its own offices; no subscription solicitors are employed or recognized.

Entered as second-class matter Feb. 15, 1947, at the post office at Minneapolis, Minn., under the Act of Mar. 3, 1879

Minneapolis, Minn., U.S.A., September 2, 1950

A Judgment Being Confirmed

DURING the period when the International Wheat Agreement was under discussion, experienced grain merchandisers were critical of it. They did not believe that its provisions as drawn would aid the United States in expanding or even maintaining our export markets in wheat and flour; in fact, they believed that the agreement would handicap this country. Pressure from certain segments of our government for United States participation was so strong, however, that the agreement was approved about a year ago.

The Millers National Federation recently reviewed the first year of operation under the agreement. It points out that the pact among 42 nations was to have sold 525 million bushels during the first year, but the total was only about 80% of that. The United States, which was to have had guaranteed markets for nearly 236 million bushels, actually sold only about 156 million. Canada did better, disposing of 180 million bushels out of an expected 205 million. Australia sold practically its full quota of almost 81 million bushels.

"It is interesting to note that on July 1 the four largest wheat exporters—Canada, the United States, Australia and Argentina—had a total supply of 687 million bushels of wheat available for export and carryover, approximately 120 million bushels more than at the same time last year," the federation comments.

The first year's experience under the agreement would seem to confirm the opinion of the pact that was expressed by the grain trade before its adoption. Government planning by theorists rarely produces the results that the planners predict, yet the voice of experience, as represented by businessmen, continues usually to be regarded with suspicion in government circles.

The federation's comments on the International Wheat Agreement reminded us of a paragraph from an editorial in Hoard's Dairyman on another fiasco in government planning.

"We sometimes wonder how many men have desks in Washington and spend all their time cooking up schemes, plans or programs that would substitute executive authority and bureaucracy for democratic processes," it said. "Must we forever be on the defense, on guard against encroachment? Why can we not have confidence in rather than suspicion of our executive department? We support it, we pay for it, but we seem to have very little to say about what it does or how it does it."

★ ★ ★

Corn vs. Frost

FOR anyone closely concerned with agriculture, the race being staged this fall between corn and frost in the Corn Belt League is as exciting as that between the Yankees, Red Sox, Tigers and Indians in the American. Frost has no rooters, but is a threat, nevertheless.

Howard J. Gramlich, general agricultural agent for the Chicago & Northwestern Railway, completed a 2,000-mile tour of six corn belt states last week, and reported that only in Nebraska does there seem to be assurance of proper maturity of the corn crop. This is borne out by other qualified observers, including numerous feed men in reporting on conditions in their own areas.

There are other entries in the Corn Belt League that contest with corn and frost, including drouth, floods, insects, and wind. All of them have had an effect on the race in this screwball year, which is the reason that frost has a good chance.

Throughout the northern part of the Corn Belt, 1950 brought hardly any spring and not much summer. Even in the southern part the weather has been abnormally cool, on the whole, and there have been few periods of intermittent rains and hot days and nights, which corn, a tropical plant, needs.

This spring started out with cold floods that delayed planting. A rarity in nature—a cold drouth—has prevailed in a good many important corn growing areas, curtailing growth and development. Frost already has been reported in Central Minnesota and Wisconsin. This occurred on Aug. 20, which is seven weeks ahead of normal frosting time. Even in Iowa, temperatures dropped below 40 degrees during August.

If the year's weather pattern continues, there will be an early, cold fall, which almost certainly would mean huge losses to corn production this year. The crop badly needs a good break in fall weather to reach maturity. It may get it. The race is far from over. It is well to remember that corn often has shown amazing capacities for surmounting weather hazards. The development of hybrid seed corn has helped through earlier maturity dates and greater resistance to cold than the older corn varieties used to have.

It is also true that there have been other years when a corn crop that seemed almost hopelessly backward was saved by a balmy, frost-free September and early October. Modern corn drying equipment can save much high-moisture corn that otherwise could not be stored.

The race is not over, and the pennant has not been conceded, but every feed man will watch the finish with great interest if not excitement, because it may be the closest contest in many years.

MARKET NEWS SUMMARY

★ ★ ★ ★ ★ ★

For Market News Details Turn to Pages 54-56

Turkey Feed Sales Keep Northwest Trade Out of Slump

Formula feed business continued fair in the Northwest, with brisk sales of turkey feeds offsetting moderate to sharp slumps in other lines.

Although more grains are being fed to turkeys, sales of growing mashes and free-choice supplements are in good demand. However, sales of chicken growing mash fell off from last week. One concern reported dairy feed sales fair, but other manufacturers note that this type of business is lagging behind normal because of good pastures in the Northwest.

Most plants are operating on five-day schedules, with a shut-down scheduled for Labor Day.

Firmer prices brought in additional business toward the end of the week, with considerable forward booking, particularly of cattle feeds, reported by one company. Sufficient directions are on hand to assure next week's operations.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration stood at 216 as of Aug. 30, down 2.2 points for the week. The feed grain index was 210.6, up 2 points from the previous week.

Prospects for good sales of hog concentrate this fall were noted by some manufacturers because of the probable presence of large quantities of soft corn. The crop is late and threatened by frost damage.

Most ingredients were firm to stronger, led by advances in millfeed stimulated by considerable forward buying interest. Linseed oil meal was quoted higher as distress lots were cleaned up, but plentiful spot offerings of soybean oil meal continued to depress that market.

♥ ♥

Feed Demand Fairly Active in Southwest

Formula feed sales were in fair to good volume in the Southwest this week. Though not showing too great an improvement over the preceding week, it was much better than the first 20 days in August.

An abundance of feed brought about by good stocks of coarse grains and ideal pastures and heavy buying on the part of dealers and producers in July after the outbreak of the Korean War led to the slump in demand in August. Now most manufacturers report an upturn in interest and believe that the dull period has probably run its course.

Turkey feeds continued to be leading sellers in the Southwest. Demand was consistently good for turkey feed even during the recent sales slump. Not much interest was shown in nearby cattle feed, but some additional deferred bookings were placed during the week. Dairy feed sales were slow. Poultry feeds held up rather well, but good expansion in sales is not expected until the birds are taken in for the colder weather. Hog feed sales have been fair to good.

Feed prices in the Southwest were unchanged to slightly stronger this week. Lower protein items were up $1@1.50 ton because of advances in grains and millfeed. Heavier concentrates were unchanged to $1.50 ton higher.

Production was improved this week. Whereas few mills have run as long as six days in any of the weeks of August, some plants have scheduled operations for this Saturday, making a six-day week. Of course, one factor in this move was that operations were expected to be halted over Labor Day.

♥ ♥

California Feed Business Remains Generally Slow

Formula feed business continues generally on the slow side throughout California. Poultrymen are delaying their orders just as long as possible, as they note the weakness in many feedstuff markets.

Dairymen stepped up their consumption of baled alfalfa to a very high point during July and August and bought heavily for both nearby and future needs, but since the decline in concentrates they have been buying hay for replacement only.

As concentrate prices have come in to better line, they have increased their consumption of formula dairy feed somewhat and have not been bidding up the baled alfalfa market as rapidly. However country prices on alfalfa remain very firm and have advanced $2@3. In some sections cattle feeders have purchased large blocks for winter dry lot feeding.

Prospects for cattle feeding throughout the southern part of the state are very good and some points report that feeding operations will be the largest for many years.

Molasses advanced $2 and is now quoted at $30 f.o.b. tank cars, Los Angeles Harbor. This represents an increase of $2 since August 1 and $15 since Jan. 1 of this year.

Sesame meal dropped $5, and interest is lacking at $85, since soybean oil meal is freely offered at $87@88, delivered, sacked. Offerings of resale linseed oil meal at $69@70 weakened this market to some extent but producers are continuing to hold at $71@72. Cottonseed oil meal remains firm at $75@76.50 for spot, and there has been little conversation concerning new crop prices.

Fish meal quotations are dragging and buying interest lacking, as new crop prices cover a range of $1.90@2.10 a unit of protein on sardine meal and spot tuna is available at $1.90. Meat scrap is down 10@15¢ a unit, but offerings continue on the light side.

♥ ♥

Turkey Rations Best Sellers in Northeast

Formula feed production remains at a steady pace with a pick up at the beginning of the week and a slackening off towards the end of the week. Production lost during the late

(Continued on page 58)

Jacobson AJACS

—The ALL-Material Grinder

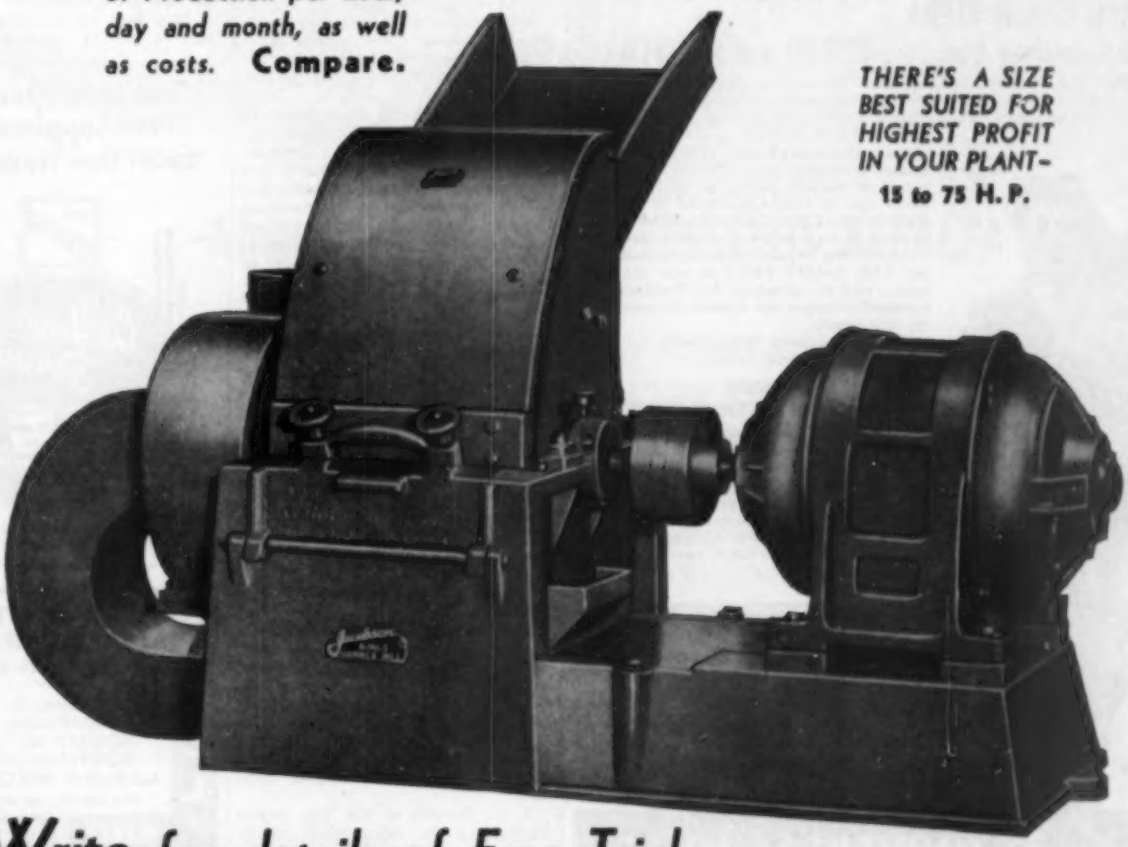
Alfalfa	Fertilizers
Beans	Grains of all kinds
Bran	Hulls
Buckwheat	Linseed Cake
Cannery Refuse	Middlings
Ear Corn	Screenings
Meat Scraps	Fine Pulverizing of Poultry Mashes and Hog Feeds
Soya Bean Cake	
Tankage	

30-day Free Trial

Have us ship the size AJACS you specify. Operate it for 30 days. Keep accurate Records of Production per hour, day and month, as well as costs. **Compare.**

THOUSANDS of Mill Operators call the AJACS the most efficient Custom Grinding Mill. They like it because it grinds more tons of grain or roughage than any other Mill in its power range, regardless of price. Screen changes are fast. Maintenance and operating costs are exceptionally low.

THERE'S A SIZE BEST SUITED FOR HIGHEST PROFIT IN YOUR PLANT—
15 to 75 H. P.



Write for details of Free Trial . . .

JACOBSON MACHINE WORKS

1076 TENTH AVENUE SOUTHEAST — MINNEAPOLIS 14, MINNESOTA

Car Shortage Called Worst Ever, Draws Attention of Congressmen

WASHINGTON—The railroad boxcar supply situation has been described by Col. J. Monroe Johnson, chairman of the Interstate Commerce Commission, as the "worst" in history.

However, Col. Johnson said he hopes the shortage will be alleviated as soon as the administration has the authority to allocate materials for construction of new equipment.

The serious shortage of boxcars, grain and transportation men have pointed out, has snarled movement of 1950 crops and resulted in hundreds of plugged elevators and the piling of millions of bushels of grain on the ground.

To correct current conditions, Col. Johnson said, the government should build freight cars on the same scale that was used to build merchant ships during World War II. However, he added, the railroads do not agree with him in this respect.

On the basis of Col. Johnson's gloomy view, it is now forecast that ICC may shortly order stiff demurrage penalties for holding cars and issue other punitive restrictions to speed turn-around time on cars and thus insure maximum utilization of existing rolling stock.

Canadian Strike Ends

Meanwhile, a threatened rail strike in the U.S. was averted when the government took over control of railroads, and a nine-day rail strike in Canada ended after Parliament passed emergency legislation.

Following issuance of the seizure order by President Truman, the trainmen's and conductors' unions called off their scheduled walk out. Actual operation of the roads continues under private management, and the government will exercise only nominal control through 50 army officers until the wage-hour dispute is settled.

In Canada, union leaders called off the strike shortly after the strike-ending bill became law. Workers returned to their jobs with a 4¢-an-hour pay hike, and the two parties were given 30 days to reach a settlement. After that, there would be compulsory arbitration.

U.S. government officials have said that the critically serious railroad equipment shortage imperils operations of the nation's rail transportation system. And one official said that the carriers are sustaining a net loss of cars each month because new equipment fails to equal cars retired from service.

While administrative agency leaders were making these serious assertions, congressional attention was being aimed at correction of present conditions.

Chief among these steps were (1) a one-day executive session of the Senate Interstate Commerce Committee this week to study the boxcar and other rail car equipment situation, and (2) a bill introduced by Congressman Harriss Ellsworth (R., Oregon) which would create a government corporation to buy a reserve pool of cars of all types for lease to the carriers.

The Ellsworth measure (HR-9480) would establish a federal car reserve corporation to buy new equipment and hold it for lease by the carriers. The bill would provide a revolving fund of $250 million to purchase new equipment and car sidings on which to hold accumulated and unused car reserves.

Almost 1,000 grain elevators in Minnesota, the Dakotas and Montana were reported plugged because cars were not available to move out the grain as the 1950 harvest progressed. And "several million" bushels of grain were reported piled on the ground from Minnesota to the Pacific Northwest.

Railroad men think there has been a slight improvement in the boxcar situation in the Northwest, it was reported following a meeting of the Northwest Grain Transportation Committee Aug. 28 in Minneapolis.

However, the situation remains "desperate" in many sections of the harvest area, transportation men said.

A. C. Remele of the Van Dusen Harrington Co., Minneapolis, chairman of the grain transportation group, attended the closed conference of railroad officials and ICC representatives with members of the Senate Interstate Commerce Committee.

Statement Issued

Following the meeting, Col. Johnson and William Faricy, president of the Association of American Railroads, issued a joint statement. They said the existing shortage of cars is due to "the combination of a sharp increase in demand, a slight decrease in supply and a serious loss of utilization of cars, principally because of the prevalence both in industry and on the railroads of the working week of five days instead of six."

The increase in demand, they said, is the result of increased military requirements, increased stockpiling and inventory buying and increased consumer purchases.

"As in previous years," the statement said, "a complicating factor is the movement of much of last year's grain, which could have moved when boxcars were in large surplus but which was held under government loan so that now both old grain and the new crop have to be moved at the same time. Elevators in many terminals are so nearly full that receiving operations are being slowed down, with a corresponding decrease in the utilization of cars."

Mr. Faricy said there are about 45,000 fewer freight cars available for service now than a year ago. He said three causes—all stemming from low railroad earnings and a large surplus of cars in 1949 and early 1950—have contributed to this condition, namely, a high rate of retirement of old cars, postponement of repairs and a low rate of orders for new cars.

To meet the shortage, it was said, railroads are stepping up the rate of repair and rebuilding of cars.

One move to ease the shortage of cars for moving grain was taken this week by the Minneapolis Grain Exchange. Directors voted to operate the cash grain market on Labor Day to help step up movement of cars back to country elevators.

here's why

REDCHAIN

DEALERS enjoy a more PROFITABLE FEED BUSINESS

Yes — the records reveal the true story! Poultry and livestock raisers with a keen eye for profits, have become "Repeat Feeders" of RED CHAIN FEEDS. That's right . . . the uniformity of profitable feeding results are really making money for feeders, resulting in an increased demand and profitable business for RED CHAIN dealers throughout Texas, Louisiana, Mississippi and New Mexico.

RED CHAIN FEEDS
A Complete Line . . . TESTED and PROVED

When you sell RED CHAIN FEEDS you have all the advantages of a complete line of feeds made of the highest quality ingredients from the most advanced formulas based on the latest nutritional research.

RED CHAIN FEEDS are carefully blended, mixed, and bagged with the most modern machinery and laboratory tested to insure uniform quality at all times. Every feed is thoroughly tested at our RED CHAIN EXPERIMENTAL FARM to prove its worth before it leaves the mill.

That is why you can safely recommend any RED CHAIN FEED to your customers with the assurance that it will do a profitable feeding job, whether for poultry or livestock.

You don't have to make excuses . . . you deliver the goods, always.

RED CHAIN DEALERSHIPS AVAILABLE TO PROFIT-WISE DEALERS

Wanted in choice localities are Feed Dealers who can recognize a sound money making highest quality line of feeds that get results in the feed lot . . . backed by a hard hitting advertising program at the local level and covering your territory like a blanket. Write today for the facts. Your inquiry will receive prompt and careful consideration.

Gaylord J. Stone
President

UNIVERSAL MILLS
FT. WORTH, TEXAS

Two Incomparable Feed Supplements under One Trade Mark

SMALL'S

DEHYDRATED ALFALFA MEALS
Car Lots—Truck Loads

Distributors for
MINNESOTA
NORTH DAKOTA
SOUTH DAKOTA
and Northern WISCONSIN

For Information write

MANEY BROTHERS
MILL & ELEVATOR CO.
MINNEAPOLIS, MINN.

SMALL'S

There is still time to make your reservations for the Grain & Feed Dealers National Convention in Kansas City Sept. 24-26. —Jerry Parks

602 Board of Trade Building — Kansas City, Missouri

when it comes to DEHYDRATED ALFALFA MEAL!

SMALL'S DEHYDRATED ALFALFA MEAL IS WELL AND FAVORABLY KNOWN WHEREVER DEHYDRATED ALFALFA MEAL IS USED. IT HAS AN EARNED REPUTATION WHICH IS THE RESULT OF AN ENVIABLE RECORD OF PERFORMANCE IN THE WORLD'S MOST DISTINGUISHED BRANDS OF FORMULA FEEDS. IT IS GENERALLY RECOGNIZED THAT SMALL'S DEHYDRATED ALFALFA MEAL IS THE BRAND THAT MADE DEHYDRATED ALFALFA MEAL FAMOUS—THE WORLD OVER.

FOR FEEDS WITH A FUTURE

Small's

DEHYDRATED ALFALFA MEAL

THE W. J. SMALL COMPANY, INC.

1200 OAK STREET

KANSAS CITY, MISSOURI
SALES DIVISION

Cold Weather Retards Progress of Corn; Frost Threat Grows

MINNEAPOLIS—Development of the corn crop continued to lag as a result of below normal temperatures in most of the main Corn Belt, the Cargill, Inc., crop bulletin reports. Progress varies considerably, however, with the crop only a few days behind average in Illinois but two to three weeks late in northern and western Iowa and adjacent areas.

Although corn borers are still reported to be damaging the crop in many areas, the second brood is not expected to cause extensive damage, as a result of unfavorable weather. Corn borers continue to be a factor, though, and spraying will be necessary in some sections.

The danger from frost is increasing with the continued cool weather, and the likelihood of frost-damaged, soft corn continues to mount.

Soybean Progress Good

In most sections the soybean crop has made good progress, in spite of the lack of warm weather. Although late fields in more northern sections probably will not mature before frost stops growth, in most areas the crop is well along, Cargill says.

Some reports have been received that yield prospects are below last year, due to excessive leaf growth, but recent progress in Missouri and adjacent areas indicates that yields will be some better than anticipated earlier in the season. If the crop continues this favorable development to maturity farther north, total production is likely to be considerably more than the Aug. 1 government estimate of 271 million bushels, the report adds.

Barley, Oats Harvested

Harvesting of the barley and oats crops is virtually completed in central sections and has made good progress as far north as southern North Dakota. Harvest is now in progress in central and northern North Dakota, with yields and quality generally good to excellent.

Rust lowered the quality of some late oats in South Dakota and Minnesota, and is present in fields farther north.

The flax crop in North Dakota varies in stages of maturity, with some fields only slightly past the bloom stage. Rust has hit late fields locally in western North Dakota, but most of the crop escaped serious damage.

The Iowa weekly crop bulletin reports that about 47% of the corn crop has reached the soft dough stage and about 13% is beginning to dent. A year ago close to 92% had reached the soft dough stage and 66% was showing dent.

Frost has already been a damaging factor in small areas in a dozen or more counties. Observers believe that only about 66% of the Iowa crop has prospects of maturing without frost damage, the bulletin adds.

LIVER MEAL

• Bone Meal
• Fish Meal
• Meat Meal

Write or wire to—

Wessel, Duval & Co., Inc.

67 Broad St. New York 4, N. Y.

DIRECT IMPORTERS EST'D 1825

CAPEX DEHYDRATED

ALFALFA MEAL

Also All Grades and Grinds Sun-Cured

•

THE A. B. CAPLE CO.

Toledo 5, Ohio

Joice Coop. Elev. Co., Joice, Iowa

Once Employed Always Re-employed

Once you employ IBBERSON you won't be satisfied with any other builder. This is the history of hundreds of plant owners all over the country.

It costs nothing for consultation. Write us in confidence; also ask for our FREE book.

T. E. IBBERSON COMPANY
Engineers and Contractors Minneapolis, Minn.

LOREN V. BURNS FORMS FEED CONSULTING FIRM

KANSAS CITY—Loren V. Burns has announced the formation of a feed consulting firm, Loren V. Burns & Associates, with offices at 1025 Dwight Bldg., Kansas City, Mo. Mr. Burns will serve as technical counsel and provide specialized nutritional and technical services to members of the feed industry. He has been associated with the milling industry since 1929, and has had extensive experience in commercial feed formulation, production, and quality control.

Mr. Burns entered the milling industry as an analytical chemist for the Willis Norton Company at Topeka, Kansas, and later served in analytical control, research, and baking technology with the Topeka Flour Mills, and the Western Star Mill Co. In 1939 he joined the MFA Milling Co., Springfield, Mo., as laboratory director, where he designed and installed its feed control laboratory, supervised feed formulation, and instituted a quality control program.

Loren V. Burns

From 1941 through 1945, he served in the U.S. Navy, during the last year in the rank of Commander on the Staff of the Chief of Naval Operations. In 1946, he returned to MFA at technical director, supervising feed formulation, vitamin premix production, quality control, and laboratory operations. In 1949 he joined Spear Mills, Inc., as vice president and technical director, from which he resigned effective Sept. 1.

Mr. Burns is a member of the American Society of Animal Production, Animal Nutrition Research Council, National Farm Chemurgic Council, American Management Assn., American Society for Quality Control, American Society for Testing Materials, and numerous other professional and technical societies.

Mutual Millers and Feed Dealers Elect Ray Hammer

JAMESTOWN, N.Y.—The Mutual Millers & Feed Dealers Assn. held its 1950 convention in Jamestown Aug. 22-23. Ray Hammer of Russell, Pa., a former vice president, was named president for the coming year, and H. R. Merritt, Jr., of Griggs & Ball, East Aurora, N.Y., was chosen vice president.

Mrs. Gustavus Bentley, wife of the former secretary-treasurer, was named secretary-treasurer.

Retiring president is Walter Sibley of Phelps & Sibley, Cuba, N.Y.

Two new directors were elected, increasing the directorate to nine. They are Glen Thorpe of South Dayton, N.Y., and Gerald Cook of Fillmore, N.Y.

Resolutions passed by the convention included one urging that the government and its agencies dispose of surplus stocks of grain and commodities used for feeding livestock and poultry through established commercial channels of distribution. Another resolution urged political representatives to vote "yes" on all proposals to tax cooperatives and all competitive tax-exempt enterprises and to eliminate tax exemption as now existing for these businesses.

Dr. Edgar Fisher of the State Department's Far East division was the principal speaker. His topic was "American and Russian Mistakes in the Asiatic Crisis."

Golf was enjoyed by the convention members at the Moon-Brook Golf Club.

Hosts for the convention were the Wilber Feed Co., D. H. Grandin Co. and the Ames-Burns Co. Leon Anderson was program chairman.

NOW! LOW COST PRE-MIXOR

Adds Molasses, Buttermilk, Fish Solubles to Feed Mixtures

Fast! Easy to Use! Inexpensive to operate! The Pre-Mixor blends a ton of perfectly mixed feed in a few minutes. Quickly pays for itself.

Three years of proven operating efficiency. Two models, portable and stationary . . . will work with any type or make of feed mixer.

Write today for full details, prices, etc.

FARMWORTHY MFG. CO.

2033 Cedar St. Quincy, Ill.

Larry W. Schwenk

BATES VICE PRESIDENT—Larry W. Schwenk recently was named vice president of the Bates Grain Co., Kansas City, in charge of the feed ingredient department. Mr. Schwenk has had 20 years of experience in the milling business. He formerly was assistant sales manager of Ismert-Hincke Milling Co., Kansas City, in charge of millfeed and purchasing. Except for a three-year period in the armed forces, he was associated with the milling company for the past 12 years.

MINNEAPOLIS FLOUR MILL WORKERS GET WAGE RAISE

MINNEAPOLIS — Agreement has been reached on labor contracts between Local 1, American Federation of Grain Millers (AFL) and six milling companies having plants in Minneapolis. The agreement calls for wage raises of 7¢ an hour, retroactive to July 1, 1950, and a second increase of 2¢ an hour which will take effect Jan. 1, 1951.

The agreement does not affect wage scales in formula feed plants and grain elevators in the Twin Cities area since a new local was organized recently to act as bargaining agent for employees of grain processing plants other than flour mills.

The milling companies involved are General Mills, Inc., Standard Milling Co., King Midas Flour Mills, Russell-Miller Milling Co., Atkinson Milling Co., and Priority Mills, Inc.

Some minor adjustments in job classifications were also made a part of the agreement.

Pillsbury Mills, Inc., and Commander-Larabee Milling Co. signed similar agreements with the Minneapolis local of the millers' union some time ago.

The union will hold contract negotiations with International Milling Co. in the near future.

Signing of the agreements follows rejection by union members of an offer of a single increase of 7½¢ an hour to be effective for the contract period. The balloting followed a series of meetings held between representatives of the union and the milling companies last week. The meetings were arranged by Carl Carlgren of the Minneapolis office of the U.S. Conciliation Service.

VISITS GRAIN TRADE

BUFFALO—L. B. Lusher of the A. B. Caple Co., Toledo, while attending the National Hay Assn. convention here recently renewed his acquaintances with the grain trade.

LEROY SMITH RESIGNS FROM USDA POSITION

WASHINGTON—Leroy K. Smith, director of the Production and Marketing Administration grain branch of the U.S. Department of Agriculture, has resigned from that post, effective Aug. 31, ending 15 years of service in USDA. No successor has been named, although speculation points to the promotion of either William McArthur or Fred Entermille, associate directors of that important branch of the USDA operations.

Mr. Smith said that he intends to return to Nebraska to resume management of his farming operations as soon as he winds up some personal affairs here.

Mr. Smith has been highly regarded by those in the grain industry who have worked closely with him. He has been fair and sympathetic to the adjustment of government plans to private trade problems, and served as a balance wheel between the grain branch and some of the policy forces within USDA which in the past have urged expansion of the USDA activities into fields ordinarily considered to be the prerogatives of private trade.

PAY WAY SALES WINNERS MAKE TRIP TO ST. LOUIS

KANSAS CITY—Fourteen members of the sales staff of Pay Way Feed Mills, Inc., Kansas City, were guests of the feed manufacturing company on a trip to St. Louis, Aug. 26-27. The men were being honored for exceeding quotas in a recent sales contest of the company.

They attended the St. Louis-Brooklyn baseball game and the St. Louis Civic Opera. Among the Pay Way executives who accompanied the sales winners were Oscar Straube, president; J. W. Bannister, sales manager; Dewey E. Moore, nutritionist; L. W. Alley, purchasing agent, and William B. Hoffine, cashier.

ARID-AIRE MOVES

MINNEAPOLIS — The Arid-Aire Manufacturing Co., Minneapolis, announces that it has moved to larger quarters. The company's sales office has been moved from the Builders Exchange Building, Minneapolis 2, to 3981 Zarthan Ave. (St. Louis Park), Minneapolis, 16.

W. J. MULLER ILL

KANSAS CITY—W. J. Muller, branch manager for the Chase Bag Co. at Kansas City, suffered a heart attack at his home in Kansas City this week. He was taken to Research Hospital and on Aug. 31 was reported to be making a fair recovery.

PIONEER! LUCKY! RED COMB! VICTORIA!
Quality Feeding Programs for All Livestock & Poultry
HALES & HUNTER CO.
141 W. JACKSON BLVD.
CHICAGO 4, ILLINOIS
MILLS AT CHICAGO, ILL. & WILMINGTON, DEL.

BOB WHITE & CO.
OFFERS QUICK, CONFIDENTIAL BROKERAGE SERVICE TO FEED INGREDIENT BUYERS
Call or Wire Us Today
1104 Board of Trade, Chicago 4, Ill. — Webster 9-7730, TWX 1151

For a Good Source of Phosphate
USE
LONFOSCO COLLOIDAL PHOSPHATE
LONCALA PHOSPHATE CO.
HIGH SPRINGS, FLORIDA
Distributed by
BOB WHITE & CO.
1104 Board of Trade
CHICAGO

Fruen's
Top Feed Manufacturers Insist On
FRUEN'S TOWER BRAND ROLLED OATS
(STEAM ROLLED)
Yes, we are proud of the fact that many top feed manufacturers insist on Fruen's Tower Brand when buying rolled oats. These famous brand manufacturers demand the best. You, too, will be wise to choose the best—Fruen's TOWER BRAND ROLLED OATS—for your formula feeds.
Mixed cars at straight car prices.
TOWER BRAND ROLLED OATS (Steam Rolled)
ACE BRAND ROLLED OATS (Steam Rolled)
WHOLE OAT GROATS
STEEL CUT OAT GROATS
GROUND OAT GROATS
GLENWOOD FEEDING OAT MEAL
FALCON BRAND PULVERIZED WHITE OATS
STANDARD BRAND PULVERIZED WHITE OATS
DAIRY BRAND COARSE GROUND OATS
STAR BRAND PULVERIZED MIXED FEED OATS
CRESCENT PULVERIZED OATS
MIXERS' PULVERIZED OATS
EAGLE BRAND STEAM CRIMPED OATS
OAT FEED (when available)
STEAM ROLLED WHOLE BARLEY
GROUND BARLEY
HULLED BARLEY FLAKES (Max. 2½% fiber)
GLENWOOD BARLEY (hulled)
STAR HULLED BARLEY GRITS
STEEL CUT DURUM WHEAT
Millers TO THE FEED TRADE
FRUEN MILLING COMPANY
MINNEAPOLIS 5, MINN.

Call
Van Dusen Harrington Co.
for Barley, Oats, Corn
BUSINESS FOUNDED 1882
MINNEAPOLIS — DULUTH

IDEAL FEED INGREDIENT FOR THE FEED MIXER
TBC
Made from returned bakery goods which are toasted and ground to a crumb form by a special patented process which changes the starches to a form of dextrin leaving a very low moisture content. Guaranteed 100% pure and wholesome. Used in feed for poultry, hogs, cattle, dogs, and all fur bearing animals.
Write or wire for samples, analysis and prices. Truckload and carload lots.
CHAS. A. GERBER COMPANY
Army Trail and Gerber Road • BARTLETT, ILLINOIS

CQ CQ CQ

?

IS DIE WEAR IN YOUR PELLET MACHINE A PROBLEM?

If you have the problem of die wear in pellet machines, we ask you to try one of our specialized products. Our "soft" CQ Feeding Calcium can prolong the life of your die without sacrificing other qualities.

CQ "soft" Feeding Calcium has increased die life many times for scores of feed manufacturers. A trial will convince you. It's a product worthy of a premium at no *premium* or fancy price.

Write for full information and latest prices.

COLUMBIA QUARRY CO. • LIMESTONE PRODUCTS •

Columbia Feeding Calcium

Iodized — Manganesed
Free Flowing — Maniodized
Pellet Machine — Dustless
Cal-X Limestone Grit

Write for full information and latest prices.

COLUMBIA QUARRY CO.
1007 Washington Ave.
ST. LOUIS 1, MO.

Chicago Board Plans Symposium for Educators

CHICAGO—The third annual Grain Marketing Symposium, sponsored by the Chicago Board of Trade, will be held at Chicago Sept. 7-8. Some 50 nationally known educators, majoring in the marketing field and affiliated with as many universities and colleges from all sections of the U.S., have accepted invitations to attend.

Following witnessing of the opening of the Board of Trade at 9:30 a.m. Sept. 7 and the presentation of the illustrated lecture, "The Story of the Market," the visiting educators will be taken on a tour of the trading floor, followed by a visit to a number of grain commission offices and the board of trade sampling department.

Meeting that afternoon at the Union League Club, the first symposium session will be subdivided into two parts, with Carl E. Bostrom, president of the Chicago Board of Trade, in the chair for the first session and Prof. George Montgomery, Kansas State College of Agriculture, for the second one. During the afternoon session there will be one panel discussion and four separate addresses.

To Discuss Futures

The panel discussion, entitled "The Elements of a Futures Contract" with J. O. McClintock, executive vice president of the board of trade as moderator, will be participated in by John R. Murray, Quaker Oats Co.; Julius Mayer, Continental Grain Co., Earle M. Combs of E. M. Combs & Son, and Ralph S. Golseth, vice president of the Glidden Co.

The four talks will be given by Everette B. Harris, secretary of the board of trade, "the Organization of the Grain Exchange;" Richard F. Uhlmann, president of Uhlmann Grain Co., "the Services Rendered by a Grain Exchange;" James O. Schonberg, Grain Exchange Institute, "Futures Trading and the Economic Factors Influencing Prices," and J. M. Mehl, chief, Commodity Exchange Authority, "Operations of the Commodity Exchange Administration."

The morning session of the second day of the meeting will be devoted largely to first hand observation of futures trading operations in the various pits and buying and selling of individual carlots in the cash grain department. Each one of the educators is being assigned to a specific broker in the futures and cash grain departments.

To Examine Farm Law

The general pattern of the first symposium session will be followed on the second day, with a panel discussion and three talks. The former will be devoted to "the Effect of the Agricultural Adjustment Act on the Commercial Grain Trade" presided over by S. J. Meyers, vice president, Arcady Farms Milling Co. Panel members are: Milton Sontag, manager, Plainfield (Ill.) Elevator; Donald E. Wentzel, Hales & Hunter Co.; John E. Brennan, John E. Brennan & Co., and Roland McHenry, General Mills, Inc.

The first talk will be given by Edward J. Kazmarek, vice president of the Illinois Grain Corp. on "Cash Grain Marketing." Allan Q. Moore, vice president, Pillsbury Mills, Inc., will discuss "Hedging Operations of a Flour Miller," and Orin S. Dowse, vice president, Norris Grain Co., will talk on "Merchandising Operations of a Terminal Elevator."

The first section of the Friday afternoon session will be presided over by Richard L. Kennedy, Jr., Harris, Upham & Co., and the second one by Prof. Wendell R. Smith, University of Iowa, and chairman of the board's educational advisory committee.

"Our Brower Mixer paid for itself in 6 months . . . . . brings in new customers"

says F. H. BIRDEN
Valley Feed Store
Albuquerque, New Mexico

"For the past 10 years we have used your 2,000-lb. mixer and it is still in excellent operating condition. Our Brower Mixer paid for itself the first 6 months and helped bring in many new customers. We have found the Brower Mixer to be fast, dependable and thorough. We are well pleased with its performance and recommend it to anybody who is contemplating buying a mixer."

BROWER *Whirlwind* MIXERS

Used by more feed men than any other . . .
Over 8,000 Satisfied Users

The dependability, fast mixing action and low cost operation of Brower Mixers have made them the favorite of feed dealers everywhere. A perfect blend mixed in approximately 10 minutes—at a power cost from 3c to 5c per ton. Above-and-below-floor models. Five sizes — mixing capacities of 700, 1,200, 2,000, 3,000 and 4,000 pounds feed. Heavy welded steel construction—gives years of trouble-free service. Many outstanding features—easier and faster to operate.

30 DAY TRIAL. *Write for full details*

BROWER MFG. CO., 402 N. 3rd. St., Quincy, Ill.

World's Largest Selling Mixer!

Importers and Wholesalers of . . Canadian Screenings

SUPERIOR FEED COMPANY

Board of Trade — Duluth 2, Minn.
Phone Melrose 777 — Teletype DU 16

Members: American Feed Manufacturers Association
The Grain and Feed Dealers National Association

ARSONIC ACID, Dv.
A Newer Growth Factor!

Specifide, Inc.
"Farmaceuticals for the Feed Trade"
Box 5305, INDIANAPOLIS, IND.

OHIO TURKEY ASSN. PLANS TURKEY DAY FOR SEPT. 27

COLUMBUS, OHIO—Sponsored by the Ohio Turkey Assn., the Ohio Turkey Day will be held in the Memorial Coliseum at the Marion (Ohio) County Fair Grounds Sept. 27, 1950, according to a recent announcement by D. D. Moyer, poultry department, Ohio State University, Columbus, secretary.

Commercial exhibits will be an added attraction at the affair, which 500 persons attended last year. Developments and the outlook in the turkey raising industry will be discussed during the morning session by Jerome Hull, director of the National Turkey Federation, Warren D. Johnson, president of the federation, and E. L. Dakan, chairman of the department of poultry husbandry at Ohio State.

Following the picnic luncheon with turkey and coffee furnished, the Ohio Turkey Assn. will hold its annual business meeting, and Mr. Johnson will speak on "New Ideas in Turkey Management."

A panel discussion on how growers can improve dressing, packaging and merchandising turkeys will conclude the meeting. Kenneth Bowman, New Carlisle; Robert York, Sciotoville; Merle Ley, Canal Fulton; F. Schwartzmiller, Tiffin, and A. L. Rivers, Maumee, will participate in the panel.

COMMERCIAL SOLVENTS NAMES 3 DIRECTORS

NEW YORK—Leroy A. Lincoln, president of the Metropolitan Life Insurance Co.; Arthur B. Lawrence, senior partner of F. S. Smithers & Co., and Henry V. B. Smith, partner of H. J. Baker & Bro., have been elected to the board of directors of Commercial Solvents Corp., it is announced by Major T. P. Walker, chairman of the board.

Mr. Lincoln is a member of the board of directors of Chase National Bank, Home Insurance Co., Union Pacific Railroad and Avco Manufacturing Corp. Mr. Lawrence is a director and a member of the executive committees of Continental Oil Co., Reynolds Spring Co. and Pocahontas Fuel Co., Inc. He is also director of Campbell, Wyant and Cannon Foundry Co. and Hayes Industries, Inc. Mr. Smith is a director of Wilson & Toomer Fertilizer Co. and the Southern States Bag Co., Jacksonville, Fla., and Anderson (S.C.) Fertilizer Co.

OPEN FEED BUSINESS

ASHLEY, OHIO—The Ashley Feed Service has been opened here by Virgil Lockhart and his son, Wayne. The elder Mr. Lockhart was formerly with the Delaware (Ohio) Farmers Exchange.

FISH MEAL
Fish Solubles Mixtures
Soybean Oil Meal
Concentrates
Vitamin A & D Feeding Oils
Mill Feed
For Quotations and Deliveries write
WILBUR-ELLIS COMPANY
334 California St., San Francisco 4
CHICAGO 3 Bankers Building
NEW YORK 6 19 Rector Street
LOS ANGELES 15 1906 S. Maple Ave.
BUFFALO 3 955-957 Ellicott Square Bldg.
SEATTLE 4 Central Building

CALVERT
MILLING CO.
HOYTVILLE, OHIO
ALFALFA MEAL

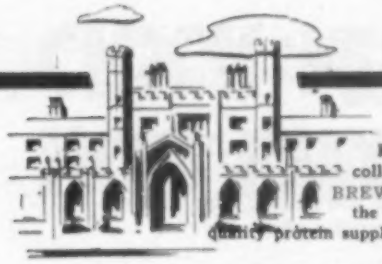
ALWAYS RELY UPON HILLTOP
Better POULTRY MEDICINALS for QUALITY—SERVICE—PROFIT
MINNEAPOLIS 1, MINNESOTA

WE GRIND AND MIX FEED ACCORDING TO YOUR OWN FORMULA
Write for full particulars today!
MANEY BROTHERS MILL AND ELEVATOR CO.
MINNEAPOLIS 4, MINN., Member Minneapolis Grain Exchange

INVESTIGATE
DEMON
• Steamed ROLLED OATS
• Steamed CRIMPED OATS
• PULVERIZED OATS
Write for information
DES MOINES OAT PRODUCTS CO.
Phone 6-3155
Des Moines, Iowa

MANUFACTURERS OF QUALITY ALFALFA MEALS
cent-CM-green
CENTRAL MILLS, Incorporated
DUNBRIDGE, OHIO

PIGS ON THE CAMPUS...



. . . point the way to better swine nutrition. Feeding experiments at leading agricultural colleges have demonstrated the value of BREWERS DRIED YEAST as a rich source of the natural vitamin B complex and as a high quality protein supplement. It adds *extra* efficiency for optimum performance to otherwise adequate rations.

BREWERS DRIED YEAST, by increasing feed utilization, accelerates rate of growth and gain in weight. It offsets the pellagragenic effects of corn by supplying both tryptophane and niacin in abundance. Nutritional deficiency diseases such as necro enteritis, anemia and bloody scours, are alleviated by adequate levels of BREWERS DRIED YEAST.

ONE POUND OF BREWERS DRIED YEAST SUPPLIES APPROXIMATELY—
Protein, incl. all essential amino acids

Thiamine	56.6 mg.	Pyridoxine	22.6 mg.
Riboflavin	16.6 mg.	Choline	2300.6 mg.
Niacin	226.5 mg.	Folic Acid	22.9 mg.
Pantothenic Acid	56.2 mg.		

WRITE FOR FREE BOOKLET
"Better Feeds with Brewers' Dried Yeast," and formulas for swine, poultry, livestock and specialty feeds. List of producers included.

BREWERS YEAST COUNCIL, INC.
314 N. BROADWAY · DEPT. FS-9 · ST. LOUIS 2, MO.

National Hay Assn. Hears Reports on 1950 Crops

BUFFALO—With an attendance of 300 members, the National Hay Assn. and the New York State Hay and Grain Dealers held their joint convention at the Hotel Statler here recently. This was the 55th annual convention of the national association.

Max Cohn of the Sunset Feed and Grain Co., Buffalo, welcomed the delegates, while Clyde Eby of Raleigh, N. C., responded for the convention. Various committees filed their annual reports and were all commended and thanked by Emil A. Schumann, Canandaigua, N. Y., president.

A statistical report given by Eugene Craycroft of Upper Sandusky, Ohio, showed that the alfalfa crop would be increased at least 15% over last year. He said timothy hay would be down 20% and mixed hay up 20%.

Earlier in the session hay men heard a prediction voiced by a prominent grower that winter feed for cattle might be $2@4 ton higher this winter because 50% of the nation's hay crop has been turned into a No. 2 quality product by heavy rains in the hay producing areas during and shortly after cutting was in progress.

Wage Hour Law

Employees of hay and feed firms receiving supplies from outside a state or handling feed used to raise livestock which will be shipped in interstate commerce are covered by the Federal Wage and Hour Law and must be paid 75¢ an hour and time and one half for overtime, Arthur J. White, regional director of the Wage and Hour and Public Contracts Division, told the convention.

In explaining the Fair Labor Standards Act, he emphasized, however, that though employees of feed dealers are within general coverage of the law they are specifically exempt under the act if employed in handling agricultural commodities, as outside salesmen, or working in a strictly retail establishment. Truck drivers, drivers' helpers, loaders and mechanics, whose hours are regulated by the Interstate Commerce Commission, are also outside wage and hour coverages.

Mr. White pointed out that most employees of feed dealers were engaged in shipping in interstate commerce, producing goods for shipment between states or working at closely related processes or occupations directly essential to the production of such goods. In all cases it is the work of the individual employee which determines whether or not his job is covered by the law.

At one of the sessions, Mr. Eby was elected president of the national association, succeeding Mr. Schumann, who was placed on the board of directors. Elected first vice president was R. P. Turner of Rudyard, Mich., and named second vice president was I. K. Martin of Galt, Ont.

New directors are Mr. Schumann, H. L. Casey, Kansasville, Wis.; John Hendricks, Arlington Heights, Ill.; Lawrence Brewer, Lexington, Ky., and Paul Price, Linden, Mich. During the coming year, the directors will choose the next convention place.

Fred K. Sale of Indianapolis was elected secretary and treasurer for the 26th consecutive time.

George C. Smith
BROKER
FEED INGREDIENTS
COARSE GRAINS
Bank References Furnished
P. O. Box 613, Atlanta 1, Ga.

LAUHOFF GRAIN CO. BUYS TOPEKA, KANSAS, PLANT

DANVILLE, ILL. — The Lauhoff Grain Co. of Danville has purchased the Forbes Bros. Central Mills in Topeka, Kansas.

Howard Lauhoff, president, said that the new plant will manufacture the same products now being processed here augmenting the supply and service to national customers. He said there will be no personnel changes of major importance nor at the present time any shift of supervisory men from Danville.

This marks the first acquisition of out-of-state property by the Lauhoff company, founded in 1862 and moved from Chicago Heights to Danville in 1942. No purchase price or production capacity for the Kansas plant was announced.

RENDERERS TO MEET

NORTH PLATTE, NEB.—The annual convention of National Renderers Assn. members in the seventh regional area will be held Sept. 14 at the Hotel St. Paul in St. Paul, according to an announcement by Kirk Mendenhall, of North Platte, secretary. A get-together party the evening of Sept. 13 will precede the business meeting.

MIX
PRODULAC
DRIED CORN DISTILLERS GRAINS WITH SOLUBLES

MIX
NADRISOL
DRIED CORN DISTILLERS SOLUBLES

Your repeat sales will show you why

Mixing Produlac and Nadrisol is an inexpensive way to put in your feed vital nutritional values that Nature doesn't supply in grains.

Produlac and Nadrisol are high in protein, Vitamin B-G Complex, and other important feed factors. And because they're virtually starch-free, they help to balance the high starch content of corn.

Produlac and Nadrisol are economical, too. You can use them in place of more expensive ingredients, yet know that you give full nutritional value.

Mix Produlac and Nadrisol soon. You'll get more customer satisfaction, and more repeat sales, at no extra cost.

PRODUCTS OF
NATIONAL DISTILLERS PRODUCTS CORPORATION
GRAIN PRODUCTS DIVISION
120 BROADWAY • NEW YORK 5, N. Y.

Quality LINSEED MEAL
MINNESOTA LINSEED OIL CO.
MINNEAPOLIS 13, MINNESOTA
Phone MAIN 7371

Rode Feed Service
522 Grain Exchange Building
Milwaukee 2, Wis.
BROKERS
All Feed Ingredients
PHONE - WIRE - TELETYPE

CONVEYORS
BY
ELTON

PORTABLE BELT TYPE UNITS IN LENGTHS FROM 10 TO 30 FEET. CHAIN TYPES SAME LENGTHS. SPECIAL CONVEYORS OF ALL KINDS.
When you need conveying equipment Write Us
YOU CAN SAVE MONEY BY DOING IT
CHANTLAND MFG. CO.
Makers of Elton Stackers and Conveyors
BADGER, IOWA

Ray Ewing PRODUCTS
Distributed in Washington, Oregon, Montana, No. Idaho and British Columbia *by*
LEO COOK CO.
1200 American Bldg.
SEATTLE 4, WASH.
510 Lewis Bldg.
PORTLAND 4, ORE.
QUALITY GOES IN BEFORE THE NAME GOES ON

VOTED BEST AGAIN

IN '50 BY FARMERS IN THE MIDWEST AREA SURVEYED BY Robt. S. Conlan and Associates

Nutrena®

EGG FEEDS
CHICK FEEDS
HOG FEEDS

Why Sell Less Than The Feed Voted "BEST"?

WRITE TO

Nutrena Mills, Inc.

Division of Cargill, Incorporated,
200 Grain Exchange
Minneapolis, Minn.

MILLS:
CEDAR RAPIDS, IOWA
COFFEYVILLE, KANSAS
KANSAS CITY, KANSAS

MILLS:
MINNEAPOLIS, MINNESOTA
SIOUX CITY, IOWA
WICHITA FALLS, TEXAS

Flaxseed Supply 25% Under Year Ago Indicated

Domestic supplies of flaxseed for the 1950-51 crop year, from present indications, will total around 47.5 million bushels, according to the quarterly Flaxseed Market Summary of the Federal-State Market News Service. This, if realized, would be about 28% above the 10-year average, but around 25% less than the record supplies last season.

HECo ALFALFA MEAL
DEHYDRATED
SUN-CURED
VITAMIN PRODUCTS • PEAT MOSS
H. E. CLARK CO. WINFIELD, KAN.

Carry over stocks of old crop flaxseed July 1 were about 2.6 million bushels less than a year ago, and the current crop promises to be around 13 million bushels under the 1949 harvest. Disappearance of flaxseed during the 1949-50 crop year was the largest in seven years and amounted to 46.2 million bushels. While exports and quantities used for seeding the new crop were smaller than the previous season, these decreases were offset by the largest crushings since the 1943-44 crop year.

Linseed oil distribution in 1949-50, totaling 531 million pounds, represented an increase of 7% compared with the previous season but, with this exception was the smallest since the 1938-39 crop year. Factory stocks of linseed oil at July 1, 1950, were the largest of recent record and amounted to 578 million pounds, which, together with the flaxseed carry-over, chiefly represented supplies acquired by the CCC under 1948 and 1949 support programs.

Largely reflecting the record 1949-50 supplies, flaxseed prices declined sharply and No. 1 flaxseed at Minneapolis averaged $3.92 for the crop year. This is about $2.06 bu. below the previous year and around 7¢ under the 1949 support price. At the middle of August this grade was selling at Minneapolis at $3.75 bu., which is well above the 1950 support of $2.82.

Carryover Smaller

Carryover stocks of flaxseed July 1, 1950, amounted to 16,785,000 bu. This is below the 19,359,000 bushels at same date a year ago, but is three times the 10-year average of 5,498,000 bushels. Stocks in terminal elevators this year amounted to 9,971,000 bu. and were well below the 16,135,000 bu. a year ago. The decrease in terminal stocks, however, was offset to some extent by larger supplies in other positions. Farm and country elevator stocks at July 1 this year were the largest in recent seasons and totaled 4,909,000 bu., against 3,011,000 bu. a year ago when they were also unusually large. Stocks at crushing plants totaled 1,905,000 bu., compared with only 213,000 bushels at July 1, 1949.

Conditions at Aug. 1 point to a U.S. flaxseed crop of 30,695,000 bushels. This would be the smallest harvest in four years and compares with 43,664,000 bushels in 1949 and 34,752,000 bushels the 10-year average. The smaller crop this season reflects reduced acreage and lighter yields. The lower support price for flaxseed compared with recent years and unfavorable weather for spring work in northern parts of the main flaxseed belt caused growers to reduce their plantings and the area seeded for the 1950 harvest apparently amounted to around 4,003,000 acres, against 5,199,000 a year ago.

The crop got off to a rather unfavorable start and despite improved conditions in early summer months, abandonment of acreage is expected to equal 6.6% of the planted area compared with 6.1% in 1949 and the average of 6.0%. The indicated yield from the area remaining for harvest is 8.2 bu. an acre, which is .7 bu. less than in 1949 and 1.3 bu. below the 10-year average.

August 1 estimates for important producing states, in thousand bushels and with 1949 production in parentheses follow: North Dakota 12,368 (13,155); Minnesota 9,963 (16,280); South Dakota 3,367 (4,956); Iowa 884 (1,456); Montana 510 (363); Texas 1,404 (1,974); Arizona 221 (950); California 1,475 (3,828).

More Loans Placed

Government supports continued an important feature of flaxseed and linseed oil markets during the 1949-50 crop year. With prices for No. 1 flaxseed following well below the 1949 supports of $3.99 bu, at Minneapolis and $4.14 at California terminal markets, growers placed 9,342,603 bu. under loans and 2,548,012 bu. under purchase agreements. The total of

DOW BUILDS NEW METHIONINE PLANT AT PITTSBURG, CALIFORNIA

To meet the growing demand for Methionine, Dow has recently completed a new plant—equipped with the latest, most modern facilities. This plant is now in production.

Methionine (Feed Grade)

Now Available For Poultry Feed Mixtures

An indispensable unit of protein, the amino acid, Methionine, is now available in feed grade at less than half its former price.

Practical use of vitamin supplements, improved processing methods, high efficiency diets and the development of animal protein factor concentrates—all these have been important steps to recent advances in good nutrition of poultry and livestock. Now, the ready availability of Methionine (feed grade) is another contribution to this same progress.

The addition of Methionine to feed mixtures deficient in this essential amino acid does the following:

- Speeds growth
- Improves feeding efficiency
- In poultry, reduces chick mortality and contributes to good feathering.

Thus, Methionine helps the other feed ingredients to be utilized more efficiently. For information concerning the price and use of Methionine in poultry feeds write Dept. 1-MH. Your inquiries are invited.

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN
New York • Boston • Philadelphia • Washington • Atlanta • Cleveland
Detroit • Chicago • St. Louis • Houston • San Francisco • Los Angeles • Seattle
Dow Chemical of Canada, Limited, Toronto, Canada

DOW
CHEMICALS
INTERMEDIATES TO INDUSTRY AND AGRICULTURE

CONSULTANTS
TO THE
FEED INDUSTRY
C. W. SIEVERT and ASSOCIATES
Room 1336
221 N. LaSalle St. Chicago 1, Ill.

Get EXTRA Value!
BONGARDS WHEY POWDER CONDENSED WHEY
Write for Samples and Prices!
BONGARDS COOPERATIVE CREAMERY ASSN
BONGARDS, MINNESOTA

N. K. Parrish
BROKER • Feedstuffs • JOBBER
Milo • Kafir • Wheat • Field Seed
FT. WORTH, TEXAS FOrtune 4031
LUBBOCK, TEXAS 2-8787

Concentrated for Economy—
Supplies EIGHT essential trace minerals

HERMAN NAGEL'S
TRACE MINERAL
CONCENTRATE

Highly concentrated for economy. One pound fortifies a ton of feed. Supplies properly balanced, measured amounts of stabilized iodine, manganese, copper, cobalt, nickel, iron, boron and zinc. Write for details. The Herman Nagel Co., 55 W. Jackson Blvd., Chicago 4, Ill.

Ralph C. Holder

JOINS MILLER & BUSHONG—Appointment of Ralph C. Holder to the position of director of nutrition and field service has been announced by Miller & Bushong, Inc., Rohrerstown, Pa. Mr. Holder also will serve the by-products division of the National Fisheries Institute in an advisory capacity. His previous experience includes service with the American Dried Milk Institute, Albert Dickinson Co., Chicago; Marden-Wild Corp., Boston, and McMillen Feed Mills, Decatur, Ind.

11,890,615 bu. placed under the 1949 program was well above the 3,665,000 bu. the previous season. However, the 1949 crop was not supported by open market purchases of flaxseed or linseed oil, which were the equivalent of 37.7 million bushels of flaxseed from the 1948 crop.

A part of 1949 crop loans was repaid by growers and some flaxseed covered by purchase agreements was not tendered to the CCC, but preliminary reports indicate that this agency acquired around 10 million bushels under the support program. The CCC announced that sales of its stocks of flaxseed under export and domestic programs started in January, 1950, amounted to 1,082,922 bu. through July 20, while sales of crude linseed oil totaled 1,222,100 lb. July 1, however, CCC stocks of flaxseed were reported at 12,703,000 bu. and linseed oil stocks amounted to 558,387,000 lb. At the corresponding date last year, CCC stocks of flaxseed amounted to 18,521,000 bu. and linseed oil holdings totaled 360,736,000 lb.

P. W. DRYDEN DIES

SNOW HILL, MD.—P. W. Dryden, 76, founder of a nationally-known hatchery, died here Aug. 11. In 1918 he established the Dryden Hatcheries, which now has a capacity of 660,000 eggs. He was a member of the International Baby Chick Assn. and the Northeastern Poultry Producers Council.

Chicago Feed Ingredient Co.
FEED BROKERS
GEO. BARRETT, 327 S. La Salle, Phone Harrison 7-9791
BILL LE BLANC, Chicago 4, TWX-CG 176

...it's Economy wise to JERSEEize...
with JERSEE VITAL-MIN
Builders of Vitaminized and Mineralized concentrates since 1928.
THE JERSEE CO. MINNEAPOLIS MINN.
Jobbers and Warehouses from Coast to Coast!

Write for BROWER'S CATALOG...LOW DEALER PRICES
World's Largest Line of Poultry Supplies
BROWER MFG. CO.
442 No. 3rd QUINCY, ILL.
SOLD BY OVER 10,000 DEALERS

For Complete Nutritional Insurance

Thrive contains
Mixed Multi-Vitamin Supplement
Condensed Fish Solubles
Brewers Dried Yeast
and ABF

Increase Egg Production!

Thrive is a complete vitamin supplement . . . easy to use, economical . . . a dependable source of the many factors essential to optimum hatchability, fertility and growth.

Free Formula Service to THRIVE Customers

THRIVE promotes increased hatchability and fertility . . . continuous heavy laying

FEEDSTUFFS PROCESSING COMPANY
San Francisco

MAKE BIG YEAR 'ROUND $AVING$

Speed up loading and unloading of trucks, cribs and bins . . . hurry along farm pickups with the popular

New BURROWS *Featherweight* PORTABLE ALUMINUM ELEVATOR

LIGHT TO LIFT

HANDY TO HANDLE

COSTS LITTLE TO OWN

Quickly pays for itself. Send coupon for . . .

FREE LITERATURE

BURROWS EQUIPMENT COMPANY
1316-C Sherman Ave., Evanston, Ill.
Send literature fully describing the New Featherweight Portable Elevator.

Name

Address

For ear corn, grain, feed and many other materials. A proven month in and month out time, labor and money-saver

Weighs less than 100 lbs. Quickly positioned by one man. Renders years of helpful service. Comes in 16 and 20 ft. lengths. With gas engine or motor . . . or without either.

BURROWS EQUIPMENT COMPANY

1316-C Sherman Ave. Evanston, Ill.

Alfalfa Receipts at Kansas City Show Slight Gain

Receipts of baled alfalfa at Kansas City increased slightly during a recent period, according to the Production and Marketing Administration market news service. The receipts totaled 14 cars, compared with 10 cars the previous week and 31 a year ago.

With weather again unfavorable, only a couple of cars were dry and they had poor color, PMA reported. The rest of the arrivals were damp to wet.

Nominally the market for good, dry feeding hay was fully steady, while other kinds were slow. There was no shipping business as there was nothing satisfactory to offer, although this demand probably is limited. Posted sales during the week were one car at $25, one at $24, two at $22, two at $19, one at $18, one at $16 and three at $14.

In the Platte River Valley of Nebraska, with a more plentiful supply of boxcars, 213 cars of alfalfa meal were reported out of principal loading stations. However, trading in baled alfalfa continued slow, and only 23 cars moved out by rail. Baled alfalfa continued to move to terminal markets, with alfalfa milling interests the principal outlet. Meal was shipped to scattered points in Iowa, Indiana, Illinois, Wisconsin and Ohio, with a few lots going into eastern states. Prices held about steady on sun-cured alfalfa, with first cutting offered at $8@10, second at $10@12, and third at $12@13, loose in the field. Baling and loading were $6@7 additional. Alfalfa meal markets were somewhat weaker, and some offerings brought as little as $41@42 ton. Seventeen per cent dehydrated meal moved at about $45, f.o.b. loading points. Hill pastures were in very good condition, and many excellent stands of fall-seeded alfalfa were reported.

Rains continued to interrupt alfalfa harvesting in the Larned, Kansas, area. With wet ground, slow curing weather and short periods of sunshine between rains it has been difficult to dry alfalfa enough for baling, and little progress was made. Demand for alfalfa was lacking, and there was no movement. Good quality storage alfalfa was being held firm. Dehydrators were behind on their acreage because of frequent shut-downs caused by soft fields. Alfalfa production has been greatly reduced by an abnormally large amount of rain during July and August. Some fields have not been cut a second time and weather has been too wet for seed production. Newly seeded fields of alfalfa were showing good stands and making a nice growth.

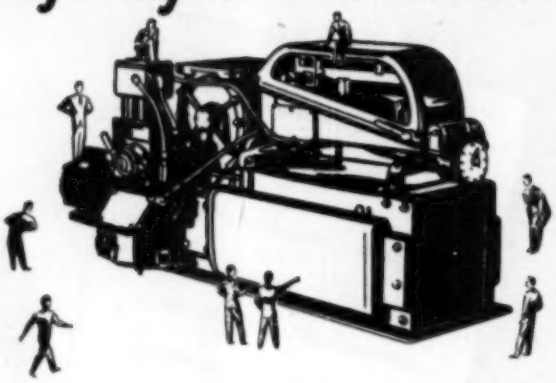
Receipts of prairie hay at Kansas City were much larger at 44 cars for the week, compared with 16 the previous period and 84 a year ago. The larger receipts included a few more cars of satisfactory feeding quality, although color continued poor. The market was fully steady for good quality feeding alfalfa, but was slow for other kinds to draggy for the lower qualities. Posted sales during the week included two cars at $16, 18 at $15.50, one at $14.50 and one at $9.

GASOLINE FIRES

Gasoline and kerosene fires are best extinguished by smothering, as by a foam or fire-extinguishing gas, say University of Illinois agricultural engineers.

TRANSIT STORAGE
of MILL FEEDS and FEED STUFFS
MIDLAND WAREHOUSE CORP.
Waldheim Bldg., Kansas City, Mo.
Warehouses:
Kansas City, Santa Fe Trackage
Oelwein, Iowa, C.G.W. Trackage
Winfield, Kansas, Santa Fe Trackage

Any Way You Look at It..



The W&T Merchen Scale Feeder, which blends BY WEIGHT, has plenty of features that will make it fit smoothly and profitably into your flour processing operations. This sturdily constructed machine both *feeds* and *weighs* in a single operation and once the initial setting is made it is ready to operate. No trial run or other adjusting of any kind is necessary.

Can be manually controlled or synchronized with other equipment for automatic operation.

Constant-speed belt weighing all the material that is fed, coupled with heavy duty construction, help insure years of dependably maintained accuracy.

Compact design requires little floor space. Meets class 2 group G specifications.

Efficient operation is assured by such features as tightly sealed shafts to protect bearings from dust, all ball bearing construction, a feed register to calculate the total amount fed, and drive gears that operate in an oil bath. Moreover, this feeder is available in a variety of sizes that can handle from ounces to 3000 pounds per minute.

Sturdy, dust-tight, corrosion-resistant construction.

Removable side panels and gear box cover, and a hinged scale beam cover permit ready access to all parts for easy maintenance.

Here are some of its other outstanding characteristics:

To find out more on how feeding BY WEIGHT, the Merchen Way, can eliminate your feeding problems, just contact your nearest W&T Representative.

WALLACE & TIERNAN COMPANY, INC.
CHLORINE AND CHEMICAL CONTROL EQUIPMENT
NEWARK 1, NEW JERSEY • REPRESENTED IN PRINCIPAL CITIES

M-10

Of Special Interest to the Northeast

LOWER YOUR FEED COSTS!

USE PACO BRAND

FERMENTATION FEED PRODUCTS

Wire or Phone for OUR Best Prices!

Fermented Distillers Dried Products from an ALL-GRAIN Mash . . . at a lower cost per unit of protein than any other ingredient on the market. Extremely high in fat (average about 10%).

IT WILL PAY YOU to investigate this attractive offer, which is limited to the Northeast area and Atlantic Seaboard only.

Also Available:
Butyl Fermentation Solubles

PUBLICKER INDUSTRIES INC.

CONTINENTAL DISTILLING CORPORATION

FEED SALES DIVISION « « » » 1429 WALNUT STREET
PHILADELPHIA 2, PA. « « » » PHONE — LOCUST 4-1400

1951 WHEAT SUPPORT SET AT MINIMUM OF $1.99 BU.

Secretary Brannan Cites Need for Maintaining Ample Food Supplies, Rejects Optional Reduction in Support Level; Farm Storage Payments Out

WASHINGTON—In announcing a national average wheat price support for the 1951 crop of $1.99 bu. or 90% of parity as of July 1, 1951, whichever is the higher, Charles F. Brannan, secretary of agriculture, withdrew the 7¢ bu. storage payment to farmers holding loan wheat on their farms.

At the same time the Secretary disclosed that the U.S. Department of Agriculture would not assume any warehouse charges on loan wheat accruing prior to May 1, 1952, except loading in charges as set forth under terms of the Uniform Grain Storage Agreement.

Wheat grading No. 3 or better or No. 4 or 5 because of test weight or because it contains wheat of other classes will be eligible for loan or purchase agreement.

Cites Food Needs

In making this announcement Secretary Brannan maintains his position of a "high support line" advocate but explains his action in the following words: "In view of the world situation it is imperative that our supply of bread grains be maintained in a strong position. Ample supplies will be a major factor in assuring reasonable food prices to consumers and our ability to meet our international food obligation."

Under the provisions of the Agricultural Act of 1949, as amended, it is mandatory to support wheat at between 80 and 90% of parity. According to the USDA the 1951 wheat acreage allotment of 72.8 million acres with average yields should produce a crop of 1,150 million bushels.

Price a Minimum

Under the provisions concerning price support program announcements, such advance notices of a dollar and cents price support level cannot be reduced if the percentage of parity index at the start of the marketing year is less than the announced national average price. However, if the parity index produces a higher dollar and cents price at that time, the national average price support must be increased.

Loans and purchase agreements will be available to farmers who comply with acreage allotments from harvest through Jan. 31, 1952. Loans will mature on April 30, 1952, or earlier on demand. USDA must be notified of intentions to deliver wheat under purchase agreements within 30 days prior to April 30, 1952.

MILLFEED
Cash & Futures
DREYER COMMISSION CO.
MEMBERS
KANSAS CITY BOARD OF TRADE
ST. LOUIS MERCHANTS EXCHANGE
Board of Trade — Kansas City 6, Mo. — Phone L. D. 102
Merchants Exchange — St. Louis 2, Mo. — Phone L. D. 170

LEADER BAG CO.
We Need Your Surplus Used Bags
• Will Pay Highest Prices •
Phone - Wire - Write
116 Portland Ave. MAin 8847
Minneapolis, Minn.

RESEARCHER SPEAKS TO FEED ASSOCIATION

JACKSONVILLE, ILL.—The Morgan County Feed Assn., at its Aug. 15 meeting here, heard Robert Pevahouse, director of nutrition and research for Joe Schafer & Sons, Springfield, Ill. Pevahouse spoke on the subject of "Broilers as a Cash Crop in the Corn Belt Area." He told how broilers could be developed to market weight in 10 to 12 weeks by proper planned feeding with scientifically balanced, fortified feeds. He also told about the experiments in broiler production that he was conducting.

Also on the program was Eugene V. McCann, general manager of Joe Schafer & Sons. He spoke on the position of Illinois in the feed picture. He stated that the only way Illinois could again regain its position as a leader in the production of meat and poultry would be by an expansion of the feeding program with modern, scientific feeds.

HOW TO BUY WHEY

No "adulterated" whey
Kraco Dried Cheese Whey is "whole" whey. Nothing is added, nothing taken away! Contains *all* the original whey nutrition—lactose (70%), the milk sugar energy food, milk protein (12%) largely lactalbumen, milk minerals, and vitamins!

No "unclean" whey
Kraco Whey is processed in clean, sanitary equipment. It's never allowed to become "high acid"—a condition that may develop if unclean equipment is used or if it is allowed to "stand around."

Demand fresh-dried SWEET whey

No "spoiled" whey
Spoiled whey loses nutritional value. So in making whey powder, freshness is all-important. Protection of Kraco begins when the pure liquid whey is drained from the cheese vat.

No "neutralized" whey
Why take a chance on an inferior product? Kraco Dried Cheese Whey contains the same valuable milk nutrients found in pure cheese whey. No neutralizer, no foreign substance, is ever added!

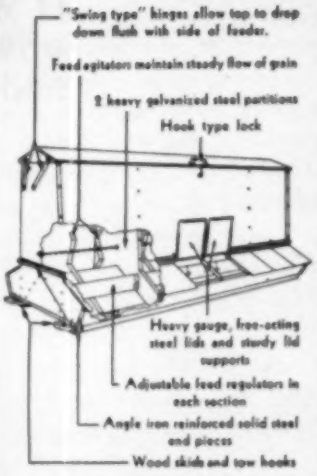
Demand KRACO Dried Cheese Whey
Pure, fresh-dried, sweet, 70% lactose, with no lactose or protein removed!

A Kraft Product
Order from PHENIX PABST-ETT COMPANY (Distributor)
460 E. Illinois St., Chicago 90, Illinois

DOG FOOD MIXERS!
Ask your Phenix salesman about G-AN-EN Supplement. Contains vitamins, minerals, proteins! Adds powerful "nose" (aroma).

Features that SELL...

BROWER
"Gro-fast" Hog Feeders



4 SIZES—
2 ft., 4 ft., 6 ft., 8 ft.
Shipped KD
Easily Assembled

WRITE for CATALOG, PRICES

BROWER MFG. CO.
437 No. 3rd St., QUINCY, ILLINOIS
World's Largest Line of Poultry Supplies

Each of the many ingredients that enter into the manufacture of Master Mix Concentrates and Straight Feeds are carefully controlled for quality from the source through to the feeder. Constant analyses by experienced chemists and nutritionists make certain that each ingredient conforms to the high Master Mix standard for potency, purity, and essential feeding qualities.

Such rigid "quality control" is just one of many reasons why thousands of growers of poultry and livestock have learned to prefer the Master Mix brand. It is another reason why so many Master Mix dealers have quickly developed substantial and profitable business operations.

A few selected locations are available for new dealerships. For full particulars mail the coupon below.

McMILLEN FEED MILLS, INC.
(of Tennessee)
Memphis, Tennessee

MASTER MIX FEEDS

McMillen Feed Mills, Inc. (of Tennessee)
2301 Latham Street, Memphis, Tenn.

Gentlemen:

I am interested in learning full particulars covering the establishment of a Master Mix dealership. It is understood that this inquiry will not obligate me in any way.

Name.....

Address.....

Town.....State.....

Present Brands Handled.....

CONVENTION CALENDAR

Sept. 11-14—Poultry Short Course; Pennsylvania State College, State College, Pa.; Prof. A. L. Beam, Dairy Bldg., State College.

Sept. 18-19 — National Mineral Feeds Assn.; Bismarck Hotel, Chicago; exec. sec., Peter W. Jansz, 1012 Des Moines Bldg., Des Moines, Iowa.

Sept. 23—Swine Feeders' Day, Livestock Pavilion, University Farm, St. Paul 1, Minn.

Sept. 24-29—Grain and Feed Dealers National Assn. and Missouri Grain, Feed & Millers Assn., joint convention, Kansas City (Mo.) Municipal Auditorium; headquarters, Grain & Feed Dealers National Assn., Hotel Muehlebach; sec., Don F. Clark, 100 Merchants Exchange Bldg., St. Louis 2; headquarters, Missouri Grain, Feed & Millers Assn., Hotel President; sec., D. A. Meinershagen, Higginsville, Mo.

Sept. 27—Ohio Turkey Assn. Turkey Day at Marion County Fair Grounds, Marion, Ohio. Sec., D. D. Moyer, Poultry Dept., Ohio State University, Columbus, Ohio.

Sept. 29—Nutrition heel for feed manufacturers and feed dealers; Iowa State College, Ames.

Oct. 3-5—Ohio Poultry Industries Conference; Neil House Hotel, Columbus; managing director, C. L. Hill, Wellington.

Oct. 3-5—NEPPCO Mid-Century Exposition, Farm Show Bldg., Harrisburg, Pa.

Oct. 4-5—Association of American Feed Control Officials; Shoreham Hotel, Washington, D.C.; sec.-treas., L. E. Bopst, College Park, Md.

Oct. 6-7—Pennsylvania Millers & Feed Dealers Assn., convention and nutrition conference in co-operation with Pennsylvania State College; Hotel Brunswick, Lancaster, Pa.; sec., Jess P. Humpton, 28 E. Orange St., Lancaster.

Oct. 7-14—International Dairy Exposition; Indiana state fair grounds, Indianapolis, Ind.

Oct. 12-13 — Nebraska Formula Feed Conference, sponsored by Midwest Feed Manufacturers Assn., University of Nebraska College of Agriculture and Nebraska Department of Agriculture, University of Nebraska, Lincoln.

Oct. 26-27—Virginia State Poultry Federation; Hotel Roanoke, Roanoke, Va.; exec. sec., R. F. Frazier, P.O. Box 538, Richmond 4.

Oct. 26-27 — Oklahoma Formula Feed Conference at Stillwater; sponsored by Midwest Feed Manufacturers Assn., Oklahoma A. & M. College and Oklahoma State Board of Agriculture.

Nov. 2-3—Cornell Nutrition Conference for Feed Manufacturers; Statler Hotel, Buffalo, N.Y.; chairman, Dr. F. W. Hill, Cornell Poultry Dept., Cornell University, Ithaca, N.Y.

Nov. 3-4 — Michigan Associated Feed Men; Michigan State College, East Lansing; sec.-treas., John A. Krusse, P.O. Box 472, East Lansing.

Nov. 8-9—Missouri Formula Feed Conference; University of Missouri, Columbia.

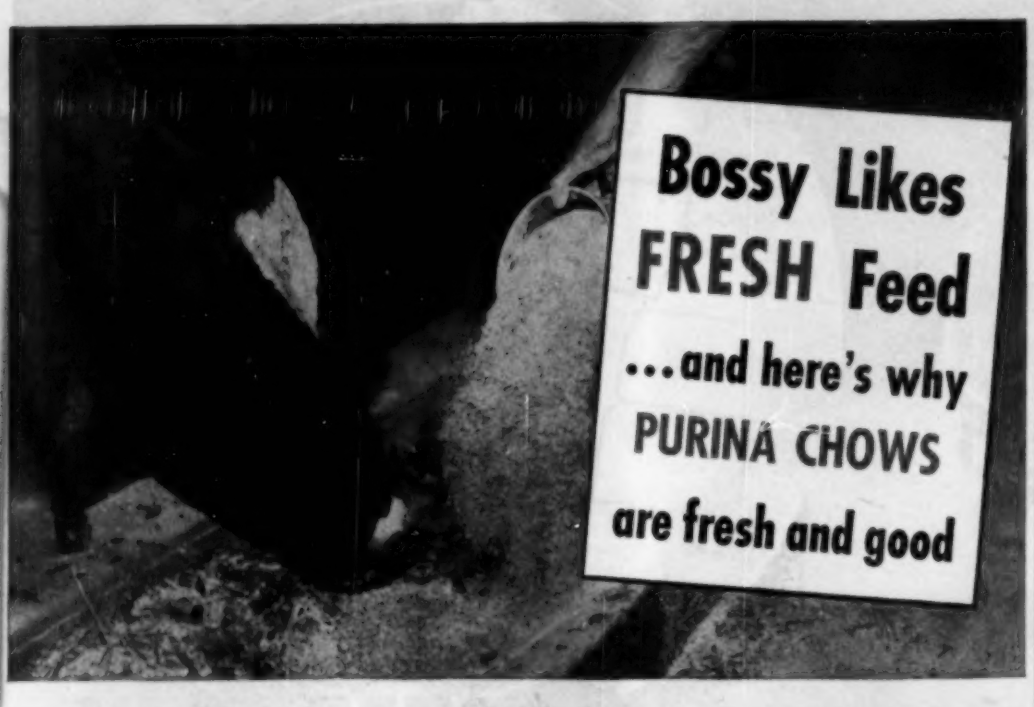
Nov. 9-10—Ohio Animal Nutrition Conference; Ohio State University, Columbus.

Nov. 20-21—Western Grain & Feed Assn.; Hotel Fort Des Moines, Des Moines, Iowa; sec., Mark G. Thornburg, 432 Des Moines Bldg., Des Moines 9.

Nov. 27-29—Midwest Feed Manufacturers Production School, Hotel President, Kansas City, Mo.; sec., J. D. Dean, 20 W. 9th St. Bldg., Kansas City.

FOR ALL FEED INGREDIENTS & OILS
PACKING HOUSE & RENDERING BY-PRODUCTS
"The Northwest's Most Complete Brokerage Service"
Ivan Scanlon Howard Wilson
WOODBACH BROKERS
Phone Lincoln 8858
918 Corn Exchange Bldg., Minneapolis 15, Minnesota
Direct Wire Service To All Major Markets Teletype-MP470
CALL...WRITE...WIRE

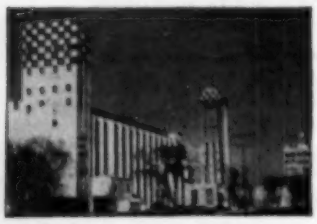
EDWARD E. SMITH AND CO.
46 Years of Dependable Brokerage Service
402 Glenn Bldg. Atlanta, Ga.
LD-132 Walnut 8417-8 TWX AT-30



THERE'S A MILL NEAR YOU. Yes, there are 29 Purina Mills carefully spotted through the United States and Canada. Purina Dealers get Purina Chows *fresh* and good from their nearby mill.

FRESH QUALITY INGREDIENTS. Wherever a Purina buyer purchases soybean meal, linseed meal, meat scraps, vitamin ingredients or mill feeds, he is known for demanding freshness and quality.

PURINA RESEARCH CONTROLS QUALITY. Even after ingredients are bought they are carefully checked by laboratory testing. Over 4,500 samples are checked every month in Purina's laboratories.



CAREFUL MIXING IN MODERN MILLS. Each Purina Mill has up-to-date machinery for measuring ingredients . . . thorough mixing . . . careful sacking. Many also make soybean or alfalfa meals.

HELPING PURINA DEALERS lead the world in feed sales

This advertisement, reaching "Farm Journal's" 2,770,856 farm families, is one of the many advertising, merchandising and sales helps that back Purina Dealers . . . to help them sell more feed than any other organization in the world. If you are interested in a *protected* Purina Franchise in one of the few remaining open territories, write: RALSTON PURINA COMPANY, Dept. C, 1602 Checkerboard Square, St. Louis 2, Missouri.

Depend on the Checkerboard Bag for Quality...
...on the Checkerboard Store for Service

THE NAME VICTOR ON FEEDS CEREALS — FLOUR MEANS QUALITY

CALCIUM CARBONATE COMPANY TRIPLE CCC QUALITY PRODUCTS

The Trademark that means— DEPENDABILITY and SERVICE

For years The Calcium Carbonate Company has been a leading source of quality calcium and trace elements products. A complete line to fill your needs:

- Plain Calcium
- Iodized Calcium
- Iodized-Manganesed Calcium
- Trace Mineral Premixes
- Choline Supplement
- G-220 Riboflavin Supplement
- Shellmaker Limestone Grit

WRITE FOR INFORMATION AND PRICES.

CALCIUM CARBONATE COMPANY
222 West Adams St., Chicago 6, Ill.
325 Woodmen of the World Bldg., Omaha, Neb.
Box 409, Carthage, Missouri

Are your feed building costs too high?

Cost is vital. Keeping your feeds priced right for *profitable* merchandising calls for the maximum use and *proper balancing* of low-cost ingredients.

Let the experience of Borden nutrition specialists and the standardized performance of Borden feed fortifiers make it easier for you to build top results feeds economically. Borden fortification helps these 4 ways:

1. Permits maximum flexibility in use of low-cost ingredients
2. Improves protein utilization
3. Provides complete vitamin fortification, including APF and antibiotics
4. Eliminates pre-mixes

METHIONINE FORTIFIED. Borden is now fortifying its feed products with methionine, plus lactalbumin and other select milk products with protein high in methionine and cystine. This helps improve the amino acid pattern and increase the total utilization of protein.

PLUS APF AND ANTIBIOTICS. Borden fortifiers provide all the necessary vitamin fortification that any of your feeds require, including the entire B-G complex, the APF complex from natural sources, plus a blend of fermentation products that assures ample vitamin B_{12} activity as well as other growth factors and antibiotics.

Start now to build your feeds more economically with Borden feed fortifiers. Standardized for uniform high performance, they in turn help you to standardize your own feed quality, results and value to the feeder at a high level . . . help you win and hold more customers.

The Borden Company

Feed Supplement Department
Special Products Division,
350 Madison Avenue, New York 17, New York

The Borden Company
Special Products Division
Dept. FS 910
350 Madison Avenue, New York 17, N. Y.

We'd like to learn details about Borden Feed Fortifiers.

NAME_____
COMPANY_____
ADDRESS_____
CITY_____ ZONE_____ STATE_____

© The Borden Company

Increased Animal Numbers Offset Record By-Product Feed Supplies

WASHINGTON — Supplies of by-product feeds for the first nine months of the 1949-50 season were the largest of record and amounted to 12.5 million tons, according to the Production and Marketing Administration. Record supplies of oilseed meals more than offset smaller supplies of wheat millfeeds.

However, because of increased livestock numbers, supplies of feedstuffs per grain-consuming animal unit were the smallest in four years although well above the average for the war years.

While feedstuffs prices in July were 10% higher than a year earlier, they averaged slightly lower the first nine months of the current season than in the same months last season.

Supplies of commercial feedstuffs October, 1949, through June, 1950, after allowing for exports, imports and changes in stocks, amounted to 12,453,600 tons. This record quantity was 290,500 tons more than in the same months last season and 728,000 tons more than the 1943-47 average for these months.

The increase in feedstuffs over last season was more than offset by larger livestock numbers. The number of grain-consuming animal units to be fed this season is estimated at 168.9 million, compared with 162.7 million in 1948-49 and 170.3 million the average for 1943-47. On the basis of these numbers, there were 147 lb. by-product feeds available per animal unit the first nine months of this season compared with 149 lb. the corresponding months of 1948-49 and 138 lb. the average.

Supplies of oilseed meals for the first three quarters of the season were the largest of record and totaled 6.2 million tons, compared with 5.7 million the same months last season. Oilseed meal supplies for 1950-51, based on Aug. 1 prospects for oilseed crops, will be about the same as for the current season. A larger crop of soybeans will about offset the smaller cottonseed crop and somewhat smaller flaxseed supplies.

Record crushings of soybeans and small exports of meal resulted in supplies of 3.5 million tons of meal the first nine months of this season, as against 3.2 million last season. Cottonseed oil meal supplies, October-June this season, at nearly 2 million tons, were 7% above last year, while linseed oil meal supplies at 482,900 tons were 12% larger.

Peanut meal supplies of 79,200 tons the first nine months of the season were about unchanged from last year, while copra meal supplies of 148,000 tons were 26% above. Exports of oilseed meal the first three quarters of the season amounted to 197,300 tons, compared with 322,800 tons last season.

Supplies of wheat millfeeds the first nine months of the 1949-50 season amounted to 3,527,600 tons, which was the smallest since 1941-42, reflecting sharply reduced milling because of smaller flour exports.

The output of gluten feed and meal was up nearly 6% and totaled 668,500 tons the first three quarters of the season. Supplies of distillers dried grains at 218,500 tons were 62,900 tons below last year, while supplies of brewers dried grains, at 164,700, were slightly above. The output of rice millfeeds increased about 10,000 tons and totaled 159,200 tons.

Alfalfa meal supplies amounted to 721,400 tons the first nine months of 1949-50, a drop of about 50,000 tons from the same period last season. Supplies of tankage and meat scraps dropped a little below last season and totaled 623,700 tons for the first three quarters, while fish meal supplies, at 158,200 tons, were the largest since 1939-40.

Feedstuffs prices were well below the previous year during the first half of the season, reflecting large supplies of both grain and feed. Because of the late spring and large livestock numbers, feedstuff prices advanced in May and June to well above last year. An active demand, due largely to the Korean situation, advanced prices sharply in July but by the middle of August prices had dropped 14% from the high point.

Prices did not advance uniformly in July and varied sharply compared with the 10-year (1939-48) average. Soybean oil meal, fish meal and tankage made the largest gains and averaged about $40 ton above the 10-year average. Cottonseed oil meal and linseed oil meal averaged about $20 ton above, while gluten and hominy feeds were about $11 ton above. Bran prices in July were $15 above, while middlings and shorts were almost $22 ton above average. Alfalfa meal averaged less than $3 ton above the 10-year (1939-48) average.

FEED MILL REOPENS

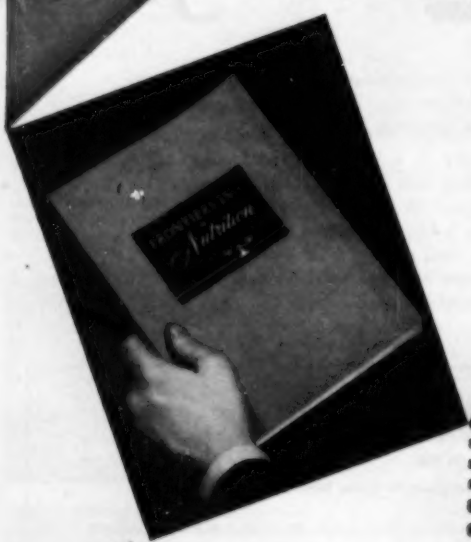
WEST MANCHESTER, OHIO—The McKee Feed Mill has been reopened after a shutdown of nine weeks for repairs.

Nutrition in a New Light

IF YOU ARE A FEED MANUFACTURER:

You of course want to know about past nutritional research. You are specially interested in having this vast mass of technical information screened and interpreted in terms of practical feed building. You also would like to know about probable future developments—how you can anticipate, and profit, from them . . . Each of these subjects is covered in concise detail in "Frontiers in Nutrition," a new book which has aroused international interest.

This New Book Tells You What Every FEED MANUFACTURER Should Know . . .



The book outlines a new approach to scientific feed building. Some of the ideas are contrary to current practices—yet all of them have been proved by long, successful experience in helping solve feed formula problems.

"Frontiers in Nutrition" will appeal especially to feed manufacturers who wish to think for themselves rather than blindly follow the crowd, and who want to avoid being stampeded by ill-advised claims made regarding individual feed ingredients or factors.

"A real contribution to the feeding industry," is typical of many comments from conservative authorities about the book. If you are a feed manufacturer, a copy has been reserved for you with our compliments.

☆ Please write on your letterhead, or attach signed coupon to your letterhead

Dawe's

WORLD'S OLDEST AND LARGEST SPECIALISTS IN VITAMIN PRODUCTS FOR FEEDS

DAWE'S MANUFACTURING COMPANY (Please attach to letterhead)
4800 South Richmond St., Dept. 271
Chicago 32, Illinois

I would like to read your 104-page book, "FRONTIERS IN NUTRITION."

NAME .....
FIRM .....
ADDRESS .....
CITY ..... STATE .....

314-A

The NEUMOND Co.
Merchants Exchange • St. Louis, Mo.
BREWERS GRAINS
DISTILLERS GRAINS
ALFALFA MEAL
Down to Business • Specialists since 1913

FeeD'Oil
VITAMIN "D" Feeding Oil
Several Guaranteed Potencies. Economical . . Dependable.
VITAMIN "D" In Dry Form!
Mixes thoroughly . . . pours like flour! Saves time and money!
(18)
THOMPSON-HAYWARD CHEMICAL CO.
KANSAS CITY 5, MO.

THEO. STIVERS
Broker
Raw Materials to the Feed Industry
1527 Candler Bldg.
Atlanta 3, Georgia

MONEY IN YOUR POCKET
If your better fortified feeds sell better. For dependable vitamin A and D fortification we suggest you try our vitamin-tested, guaranteed, high quality oils.
DEVOLD
VITAMIN A & D FEEDING OILS
VITAMINE BRAND OILS
(Cod Liver Oil with added Vitamins A & D)
P. D. VITAMIN A OILS
DEVOLD DRY D3 (3000 D/gm)
Write for Our Attractive Prices
In 140-7 Varick Street NEW YORK 13, N. Y.
PEDER DEVOLD OIL COMPANY

ALFALFA MEAL

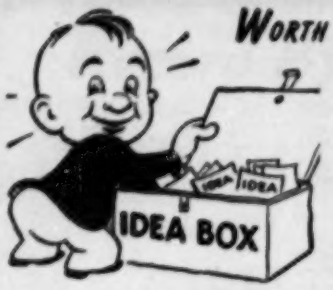
— of foremost quality

The name—NATIONAL ALFALFA—in connection with dehydrated alfalfa products, is assurance of excellence.

NATIONAL ALFALFA DEHYDRATING & MILLING CO.
LAMAR, COLORADO
Merchants Exchange
ST. LOUIS, MISSOURI

—across the Land—

alfalfa meal
of
consistent
goodness



WORTH LOOKING INTO . . .

NEW PRODUCTS • NEW SERVICES • NEW LITERATURE

A reader service feature announcing the development of new and improved products, new services and new literature offered by manufacturers and suppliers. Claims made in this department are those of the firm concerned. Further information on any of the items discussed in this department may be obtained by writing the Reader Service Department of:

FEEDSTUFFS
118 So. 6th St. Minneapolis, Minn.

No. 2127—Moisture Tester

A new model universal moisture tester has been made available by the Burrows Equipment Co. Designed to test corn and other grain of high moisture content, it will instantly give a direct moisture percentage reading on a dial up to 40%. Higher readings may be obtained with use of charts.

The instrument is portable and simple to operate, according to the manufacturer. A built-in thermometer automatically indicates the temperature of the sample, thus eliminating the need of a separate temperature test. Although it operates by electricity, no electrical outlets or batteries are required.

Descriptive literature and a free trial are available.

No. 2128—Quickie Adapter

The two-in-one "Quickie Adapter No. 3550" is an adapter unit constructed so that it will fit on any steel or metal container for the purpose of connecting a pipe to it, giving an easy method of drawing off liquids, according to the manufacturer, Miller Manufacturing Co. One side can be used to attach a hose, and the other side is fitted with threads to attach a pipe. The flanges are tapered so that they fit the sides of round containers and have gaskets that keep them water and oil tight. All that is required is that a 15/16 in. hole be drilled in the container.

No. 2126—New Grain Fumigant

"Tetrakil," a new grain fumigant for farm use, has been developed by the Douglas Chemical and Supply Co. The new product is the farm storage companion to "Tetrafume," an industrial grain fumigant used for over 37 years by the milling industry.

The new fumigant kills all forms of insects, both hard and soft shell, and also helps protect against overheating, moisture damage and ground odors, according to the manufacturer. It can't burn or explode. It is safe to spray directly on foodstuffs and will not leave telltale odors, taste or stains, the manufacturer reports. Harmless to humans and livestock when used as directed.

The new fumigant will be available through grain elevators and feed dealers.

FROEDTERT TO BUY WESCHLER COMPANY

MILWAUKEE — Froedtert Grain & Malting Co., Inc., has entered into a purchase agreement for the acquisition of all the outstanding capital stock of Daniel D. Weschler & Sons, Inc., Milwaukee malting company, according to an announcement by Kurtis R. Froedtert, president and chairman of the Froedtert company.

Upon consummation of the purchase agreement, the Weschler company will be liquidated and its assets will become wholly owned by the Froedtert company. While the financial consideration involved in the transaction was not revealed immediately it was understood that the Weschler company's assets have a value of approximately 2 million.

Acquisition of the Weschler company will add approximately 2½ million bushels annual capacity to the Froedtert facilities. The plant is located in close proximity to the Froedtert plants in Milwaukee.

ELVER L. LEISTIKOW DIES

MILWAUKEE—Elver L. Leistikow, 54, assistant treasurer of the Stratton Grain Co. and associated with the firm for 37 years, died of a heart attack while mowing his lawn Aug. 19. Survivors are his wife, mother, two brothers, including Roy, vice president of the Milwaukee Grain Exchange, and two sisters. He had been a member of the Masonic lodge. Funeral services were held Aug. 22 with burial in Pinelawn cemetery.

FEEDSTUFFS
118 South Sixth St., Minneapolis 2, Minn.

Please send me information on the following items (circle numbers)
No. 2126—New Grain Fumigant No. 2128—Quickie Adapter
No. 2127—Mositure Tester

NAME .....
COMPANY .....
ADDRESS .....

Vitamin B12 in Poultry Nutrition

By Dr. Everett R. Halbrook

EDITOR'S NOTE: The accompanying article is the essential text of a report presented at the first annual Montana Nutrition Conference last spring at Montana State College, Bozeman. Dr. Halbrook is professor and head of the department of poultry industry of Montana State.

VITAMIN B_{12} can be added to vitamins A, D and G (riboflavin) to compose a list of the four most important vitamins in poultry nutrition. The values of vitamins A, D and G, and their deficiency effects in poultry nutrition are now universally recognized. They are added in some fairly concentrated form to practically all well-balanced poultry rations. To assure ourselves of a more complete poultry ration which will give optimum chick growth, livability and hatchability under a wide range of management conditions, it is time to consider vitamin B_{12} supplementation.

Vitamin B_{12} was first reported isolated in crystalline form by Merck Research Laboratory workers in April, 1948, and eight days later by workers in the Glaxo Laboratories in England. It is a red crystalline compound of high molecular weight and contains about 4% of cobalt in addition to carbon, hydrogen, oxygen and nitrogen.

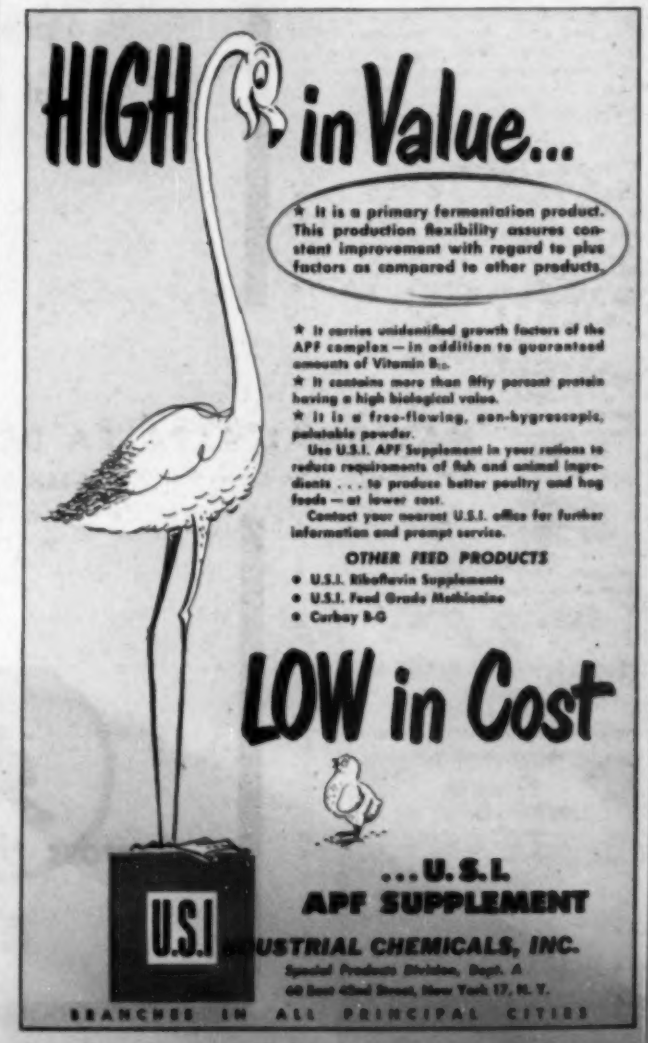
Vitamin B_{12} is recognized as being the most important component of the better known animal protein factor, and has also been called "chick growth," "hatchability" and "cow-manure" factors in poultry nutritional work. We will refer to the term or factor primarily as vitamin B_{12}, although it is recognized that B_{12} is only one of two or possibly three factors involved in the so-called animal protein factor complex.

Sources of Vitamin B_{12}

Principal sources of vitamin B_{12} to date in poultry nutrition have been animal protein supplements such as fish meal and fish by-products known as "solvents," meat meal, liver meal and, to a lesser extent, dried milk. Soybean oil meal, the most widely used vegetable protein supplement in poultry feeding, is very low in the factor. Grain and grain by-products, the major ingredients in poultry rations, are also very low.

The cheapest source of vitamin B_{12} for poultry feeding comes from microbiological fermentation. Most microorganisms grow without vitamin B_{12}, but in the process of growth they produce varying amounts of the vitamin. Microorganisms are now being used for large scale production of vitamin B_{12} concentrates for poultry feeding. These microbiologically produced vitamin B_{12} supplements are now important in the economy of poultry production because they make possible the replacement (or at least reduction) of high-priced animal protein supplements like fish meal and meat scraps with less expensive soybean oil meal, added calcium and phosphorus and the vitamin B_{12} supplement. The cost of vitamin B_{12} supplementation is small.

One milligram of vitamin B_{12} seems to be the desirable level of supplementation if all animal protein supplements are replaced with soybean oil meal. However, some investigators question the advisability of completely replacing all animal protein sup-



plements in a poultry ration. It seems safe to state that the amount of supplementation with vitamin B_{12} (1 mg. of vitamin B_{12} per 100 lb. mash) might be reduced by one half for every 3% of animal protein supplement used in a poultry mash.

Vitamin B_{12} Deficiency

Some of the results of a vitamin B_{12} deficiency in poultry feeding have been mentioned. They are decreased growth, increased chick mortality and decreased hatchability. Size and number of eggs do not seem to be materially affected.

Bird and coworkers of the U.S. Department of Agriculture Beltsville Research Center have observed a reduced requirement for vitamin B_{12} or the animal protein factor during the later stage of growth of chickens and turkeys.

In a study of the relationship of the animal protein factor (vitamin B_{12}) to feed efficiency in poultry, Stevens, Biely and March of the University of British Columbia have published some evidence that the factor may have considerable influence on the economy of feed utilization and that even though the factor may be supplied in quantities adequate for normal growth, it may not be present at the optimum level for maximum feed efficiency.

Protein Level

Protein level affects the vitamin B_{12} requirement in poultry nutrition. Although this relationship was not realized at the time, Whitson, Titus and Bird of the USDA Beltsville Research Center were among the first to report that increasing levels of soybean oil meal in the hen's diet resulted in decreasing levels of hatchability.

Ansbacher of VI-D-Co and Stokstad and coworkers of the Lederle Laboratories have reported that increasing the protein level in the form of more soybean oil meal in the chick diet increases the animal protein factor (vitamin B_{12}) requirement. This has also been observed in studies at Ohio State University. Increasing the soybean oil meal level from 30 to 70% of the diet materially decreases growth and increases mortality when no supplement is furnished. The level of vitamin B_{12} supplement required to give maximum response is also increased along with an increase in protein level.

Methionine and Choline

An interrelationship of the amino acid methionine and the vitamin choline to vitamin B_{12} requirement was first reported by Schaefer, Salmon and Strength of the Alabama Polytechnic Institute. They observed that adding vitamin B_{12} to the diet of

—because it gives you
BETTER PACKED BALES
& also
BETTER QUALITY

PREMIER
LITTER
always
sells faster

From all over the world

BETTER SERVICE
MORE DEALER HELPS

Ask about our small package sales plan
Premier Peat Moss Corp., 535 5th Ave., New York 17

If You Want More Capacity
Per Horsepower, Buy the
FORSTER HAMMER MILL
FORSTER MANUFACTURING CO.
Machines for Modern Milling
1411 S. McLean, Wichita, Kansas

Extra Value
for your Customers
means
Extra Goodwill
for You!

FEATURE
EGGSHELL
BRAND
PURE REEF SHELL

★HEAT-STERILIZED
★SOFT DIGESTIBLE
★CORRECTLY SIZED

SOUTHERN OYSTER SHELL MILLING CORP
MOBILE ALABAMA

Your
Union Multiwall
Specialist
Knows many ways to cut packaging costs

HOW LONG has it been since an *expert* analyzed your packaging methods?

Recent improvements in packaging methods and materials now make Union Multiwall Bags the preferred packaging for many different commodities . . . over 300 in all. They speed up packaging, cut labor and shipping costs, guard against contamination.

Even if you're now using multiwall bags, the Union Multiwall representative who calls on you can give you new ideas that may save you money. For he is backed by the specialized packaging knowledge of America's largest maker of paper bags—with its own forests, the largest completely integrated Kraft pulp-to-bag plant in the world, and skilled engineers and designers.

Let him show you how Union resources and packaging experience can help you!

Multiple Protection
Opens Easily
Prevents Siftage
Empties Clean

UNION Multiwall Bags
UNION BAG & PAPER CORPORATION
233 BROADWAY, NEW YORK 7, NEW YORK
Offices in: CHICAGO, ILL. • NEW ORLEANS, LA. • MINNEAPOLIS, MINN. • KANSAS CITY, MO. • HOUSTON, TEXAS • BALTIMORE, MD.

rats reduced the requirement for both methionine and choline and of choline in the case of chicks. This observation with chicks has been confirmed by Gillis and Norris of Cornell. Much work had previously been done by the Purdue Agricultural Experiment Station workers (Gerry, Carrick and Hauge) on the beneficial effects of adding methionine and choline to simplified soybean oil meal diets and the findings of the Alabama Polytechnic Institute and Cornell investigators help to explain the results secured by the Purdue workers.

Vitamin B_{12} was first reported by Smith of Great Britain to contain cobalt. This trace inorganic element has long been recognized as a nutritional essential in ruminants in which cobalt deficiency results in a typical anemia. Much experimental work is under way at various institutions on the relationship of microorganisms to cobalt and vitamin B_{12} in ruminants. Some work has been done with poultry. Briggs of Minnesota reported that preliminary work at the University of Minnesota indicated that inorganic cobalt was at least partially effective in counteracting vitamin B_{12} deficiency in chicks, perhaps due to intestinal synthesis.

Requirement as Related to Management

The part played by microorganisms in the nutrition of ruminants is fairly widely recognized and has been under investigation for a number of years. It has been demonstrated that practically all of the water-soluble vitamins are synthesized in the rumen of mature sheep and cows in sufficient amounts to permit these animals to dispense with dietary sources of these vitamins. It is also recognized that some intestinal synthesis occurs in nonruminants such as poultry.

The part played by external microorganisms in providing chickens with some of their nutritional requirements is a new field. The discovery of Lamoreux and Schumacher (formerly of Cornell) that hen feces contained more riboflavin than the amount in the feed which was fed and the isolation by Schumacher and Norris of an organism capable of synthesizing riboflavin in hen feces was a beginning towards a study of the part played by microorganisms in poultry nutrition.

The observation by Rubin, Bird and Rothchild of the Beltsville Research Center that the animal protein factor was present in hen feces and by McGinnis and coworkers of Washington State College that incubating hen feces for 72 hours at 30° C. stimulated additional synthesis of the unidentified factor (APF) further broadened the field of the part played by microorganisms in poultry nutrition.

Bird and Marvel observed that hens in open-front houses produced eggs of higher hatchability than hens maintained in batteries. They showed that this increased hatchability of hens in floor pens could be due to consumption of the droppings since adding 10% of dried feces from hens in batteries to their diet gave increased hatchability.

Petersen, Wiese and Lampman of the Idaho Agricultural Experiment Station observed that hatchability of hens on an all-vegetable diet and on a ration containing pea meal plus 2% meat meal was better on floor pens than in batteries.

Extensive trials by Kennard and Chamberlain at the Ohio Agricultural Experiment Station demonstrated that floor litter which has

FEED INGREDIENTS AND GRAIN

DANNEN

• SOYBEAN MEAL • TANKAGE
• COTTONSEED MEAL • MEAT SCRAPS
• LINSEED MEAL • MOLASSES
• ALFALFA MEAL • CRUSHED OATS
• BREWERS GRAIN • CRUSHED BARLEY
• OAT MILL FEED • CORN CHOP
• MILL FEEDS • GROUND GRAINS

DANNEN MILLS, Inc.
GRAIN and JOBBING DIVISION
ST. JOSEPH, MO.

turn to

SEEDBURO

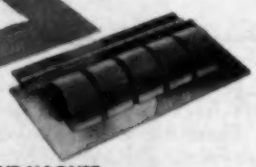
FOR SPECIAL SUPPLIES . . . AND SERVICE!

Typical of the multitude of special items for special needs are those described here. But, you need only turn to Seedburo's big, convenient catalog for the most complete listing of supplies offered to the grain and seed trade. For Seedburo is the country's largest supplier . . . the oldest organization of its kind. Seedburo staff members, too, are specially trained to give you the best possible service and help solve your most puzzling problems.

Seedburo Equipment Company
722 Converse Building,
Chicago 6, Illinois

SEEDBURO CARBON DIOXIDE FIRE EXTINGUISHERS

Kill fire in split-seconds! No damage to clothes, paint or machinery. Stop electrical fires without danger to operator. No poisonous fumes. Will operate in sub-zero weather. Carbon dioxide charge lasts indefinitely. No. 2½ unit . . . $22.00, including bracket. No. 4 unit . . . $28.80. Swivel nozzle affords instant adjustment and correct aiming. Many other sizes and types available.



NEW SEEDBURO PERMANENT MAGNET

Provides 50% more magnetic strength than previous units. Is approximately 75% lighter in weight and size. Made of new Alnico material, most powerful known. Approved by Mill Mutual Fire Prevention Bureau. First cost is last cost. Single row type requires only 6 inches of space. No electrical connections. Guaranteed permanent! Prices range from $25.00 for 4 and 5-inch width, to $176.00 for 24-inch width.

SEEDBURO ALUMINUM GRAIN SCOOP

Cuts scoop weight in half. Eliminates 3 to 5 pounds of dead weight on every stroke. Acid and spark resistant. Blades are of 10-gauge, heat-treated, long wearing aluminum alloy. Maly split-D handles, aluminum rivets, clips and bands. No. 12 . . . $4.40 each in lots of 12 or more. No. 14 . . . $4.52 each in lots of 12 or more.

SEEDBURO PORTABLE ELECTRIC BLOWER

Especially designed for heavy duty commercial use. Simply connect to any electric light socket. Delivers a powerful, clean, dry blast of air. No. 6A . . . $59.90. Displaces 53 cubic feet per minute. No. 8A . . . $78.65. Displaces 62 cubic feet per minute.

CALL-A-PHONE INTER-COMMUNICATION SYSTEM

The popular choice of mill and elevator operators. Saves valuable time for everyone. Talk or listen with a magic turn of the dial. Voices carry clear as a bell — even to a whisper. Low in upkeep . . . simple to install. Just plug the Master Station in light socket and hook connecting cable with sub-stations. You can use from one to ten sub-stations. No. 515 Call-A-Phone Master Station . . . $34.95. Sub-stations, $9.65 each. Indoor cable, 4c per foot. Outdoor cable, 8c per foot.

GET YOUR FREE COPY!

Big, new Seedburo catalog now available

Lists more than 500 testing, weighing, handling, processing and miscellaneous items for the grain and seed trade. Send for your copy TODAY!

SEEDBURO
CHICAGO

SACKED GRAIN
KANSAS GRAIN COMPANY
Board of Trade Bldg.
Kansas City, Mo.

KAFIR & MILO
Largest Dealers in Southwest
MID-CONTINENT GRAIN CO.
Kansas City, Mo.

THE ANIMAL PROTEIN *Safety* FACTORS

RED W BRAND

60% DIGESTER TANKAGE

50% MEAT AND BONE SCRAPS

THE MINERAL *Safety* FACTORS

70% B.P.L. SPECIAL PREPARED STEAM BONE MEAL

Phosphorous-Calcium—Trace Minerals

Nutritionists agree that natural ingredients from animal sources are essentials in the best feed rations. Continuing scientific discoveries only tend to emphasize that fundamental fact.

UNCHALLENGED FOR A HALF CENTURY

When better feeds are made, these ingredients, in adequate quantities, will still be a must.

BE SAFE WITH RED W BRAND

WILSON & CO.

Oklahoma City • Albert Lea • Omaha
Chicago • Kansas City • Los Angeles
Denver • Cedar Rapids • Dallas

Important Price Reduction!

The recently announced reduction in the prices of

MEGASUL*-25%

Nitrophenide**

Lederle

places this protective product* among the ingredients available at a cost level that makes its use soundly economical in poultry feeds.**

Write us at the address below for full information.

*Reg. U. S. Pat. Off.
**U. S. Pat. No. 2,510,486
***For use in Poultry Feeds to prevent and to control outbreaks of cecal and necatrix coccidiosis.

Animal Feed Department
LEDERLE LABORATORIES DIVISION
30 Rockefeller Plaza AMERICAN Cyanamid COMPANY New York 20, N. Y.

CONFIDENCE

PILOT BRAND OYSTER SHELL

FOR POULTRY

This familiar trade mark has earned sound, solid customer confidence. Farmers and poultry men depend on PILOT BRAND OYSTER SHELL because it has always given them large profits, without fail.

The dependable quality of PILOT BRAND OYSTER SHELL assures dealers of satisfied customers and steady profits in dollars and good will.

Their increasing sales from year to year are deep-rooted in over a quarter century of continuous consumer advertising support in farm and poultry publications with combined circulation of over 9 millions and 54 radio stations.

OYSTER SHELL PRODUCTS CORP.
New Rochelle, N. Y. St. Louis, Mo.

been built-up, or used for a longer period of time with additions as needed, rather than complete removal, gives better chick growth, livability and hatchability on all-vegetable protein diets than on litter which is changed frequently.

Conclusions

These reported observations in the literature show the possibility of microorganisms playing an important part in the nutrition of poultry, depending upon the management practices used, and emphasize the need for controlled management practices in conducting nutritional trials. The author has personally made studies of vitamin B_{12} production by microorganisms in poultry house litter at the Ohio State University and found the amount of vitamin B_{12} produced to be large, but variable with temperature, moisture conditions and age of litter.

These studies also show the variable results which may be obtained with incomplete rations under different management conditions. The only safe procedure which a feed manufacturer can follow is to prepare a ration to meet variable poultry management practices.

Vitamin B_{12} should be added to the vitamin supplement list, especially for all-vegetable protein mixtures or mixtures containing low levels of animal protein supplements. Whether or not animal proteins should be entirely replaced in the poultry diet with vegetable protein supplements plus vitamin B_{12} and minerals, is a debatable question. Since unidentified factors other than vitamin B_{12} may be lacking in an all-vegetable protein ration, the wisest procedure would probably be to retain some animal protein supplements but still supplement with vitamin B_{12}.

When we speak of vitamin B_{12} we should recognize the fact that this is only one, but probably the most important, factor present in the so-called animal protein factor complex. Most commercial vitamin B_{12} supplements for poultry feeding are advertised and sold under the trade name "APF" or "animal protein factor" but carry a guaranteed vitamin B_{12} analysis, usually made by a microbiological test. This guaranteed assay may or may not be a measure of the value of the supplement in a poultry ration, but it is usually backed up by some nutritional tests with chicks so that the advertised product is reasonably reliable as a guide to value in poultry feeding.

ALASKA BRAND VITAMIN OILS
Alaska Fish Oil Extractors, Inc.

NOW AVAILABLE
SEA TONE
"A Tonic from the Sea"
Dehydrated Free Flowing Pacific Coast K E L P. Now available. Packed in 100-lb. paper bags. Write, wire or phone.
Fishel Products Co.
Kingsburg, Calif. • Hope, Ind.
Kansas City, Mo.

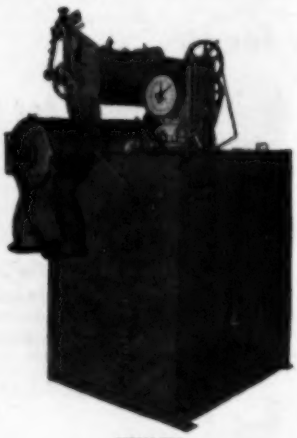
PROVEN IN SERVICE
THE
WENGER 700 SERIES

Acclaimed by those who have purchased and operated them to be the *FINEST, MOST EFFICIENT MOLASSES MIXER ON THE MARKET.* Extremely Accurate, Smooth Running, Fool Proof and Sturdily Built, THIS 700 IS BECOMING AMERICA'S FAVORITE.

REMEMBER:
MOLASSES IS ONE OF YOUR TOP MONEY MAKERS

WENGER BUILDS
6 DIFFERENT SERIES
IN
9 DIFFERENT MODELS
FOR
MOLASSES MEAL FEED
AND
HI-MOLASSES PELLETS

ANY OF OUR MIXERS WILL PROCESS FISH-SOLUBLES OR OTHER LIQUIDS AS WELL AS MOLASSES


SERIES 700

WRITE FOR DETAILS
WENGER MIXER CO.
SABETHA, KANSAS

1898 — OVER 50 YEARS OF SERVICE — 1950

COTTONSEED
MEAL PELLETS
SCREENINGS SIZED CAKE
SOYBEAN
PROMPT — FUTURE

HUMPHREYS-GODWIN COMPANY
PHONE 48-2683 2246 PARK AVE.
MEMPHIS, TENN.

Keep Your Eye on the Ball

★

By Will Christopher

WHEN you watch a baseball game, you will usually hear fans or teammates shout to the batter, "Keep your eye on the ball." Likewise, if an infielder or outfielder momentarily lets his attention wander, someone will spot it and shout: "Keep your eye on the ball."

In golf, too, it's mighty good advice to "keep your eye on the ball," for if the eye leaves the ball, the mind turns its attention, too.

What is true in baseball and golf applies to your business, too. It is a mighty good policy to "keep your eye on the ball," for the more you do this during your working day, the better your business will run.

In business, what is the "ball"? The ball is profit. And profit is won by watching many different business factors—expenses, selling, customers' needs, the potential market, new sales opportunities and competition. Yes, there is plenty for a feed dealer to do during every business day in "keeping his eye on the ball."

The feed dealer who keeps his eye on the ball is the chap who takes his problems one by one and sticks with them until he has discovered whether he and his staff are doing things the most efficient way.

Housekeeping

Consider, if you will, the matter of housekeeping. Every retail store has this problem. Many store owners believe in cleaning the store at night, after closing hours or a half hour before that time. Some stores hire extra help to clean stores one or two hours at night. Other stores, mostly average-sized businesses, let employees clean stores early in the morning. What the feed dealer is interested in is how long does it take to clean the store and mill premises? Does it interfere with the early hour flow of customers? Does it prevent employees from doing other work? Can the total time taken for cleaning be cut down by doing it at another time without impairing store efficiency? Study this problem, for it is with you every working day of the year. The feed dealer who keeps his eye on the ball, goes into this important problem and follows it through.

When does the dealer write his advertising? To write ad copy is a thinking process. A train of thought which is interrupted by telephone calls, personal callers, necessity of waiting on customers, etc., may often be lost when the dealer returns to his desk.

Perhaps your advertising routine cannot be changed. Perhaps it can. Keep your eye on the ball by thinking this problem through and choosing a time to write ads when the necessity of interruption will be the least. Time saved during the year will be considerable, and advertising will have more unity and punch.

A List of Problems

Keep a master list of the problems and functions of your business and what you are doing to handle them efficiently. Also note sugges-

F-27-M
W
W

Will Handle Heavy Materials that Would Tear Most Grinders to Pieces!

BUILT FOR GREAT ENDURANCE...

Here is the W-W Grinder for the larger operator who must have large capacity without breakdowns. Has feed openings 17" high and 24" wide and heavy-duty construction permits continuous service under even the most trying conditions. Has all our new features making it a perfect pulverizer and is built to stand the strain of grinding heavy compact material such as tankage, car corn and all tough baled feeds without pre-grinding or crushing. Weight 2,200 lbs.

Write for Complete Literature on the Complete

W-W GRINDER LINE

W-W GRINDER CORP. Dept. 311, Wichita, Kans.

ARCADY

A full line

60 MODERN ARCADY Feeds . . . a convenience to your customer . . . one stop shopping . . . that also assures you all of his business.

Sell him his hog feed . . . mash for his wife's chickens . . . growing pellets for Junior's 4 H calf or ration for Rover.

Every ARCADY Feed backed by modern feeding program to help your customer . . . and powerful merchandising help for you. Write for full facts about profitable ARCADY dealer franchise.

Not a Side Line... or a Short Line!

ARCADY IS THE HOUSE OF QUALITY with "A Feed and A Feeding Program for Every Farm Need."

ARCADY FARMS

MILLING COMPANY

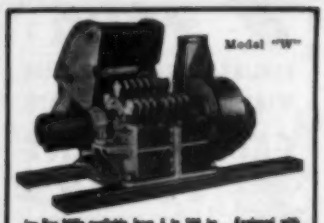
223 West Jackson Boulevard, Chicago 6, Illinois

SWEET LASSY

SELLS FASTER BECAUSE Feeders know it Builds beef faster

MOLASSES CATTLE SUPPLEMENT

SCHREIBER MILLS, Inc. St. Joseph, Mo.



Model "W"

Jay Bee Mills available from 5 to 500 hp. Equipped with "Constant Feed Control" which increases mill capacity up to 50% per applied hp. Write for literature.

J. B. SEDBERRY, Inc.
Franklin, Tenn. - - Tyler, Texas

Ray Ewing PRODUCTS

Distributed in Utah and Southern Idaho *by*

WARNER ARTHUR GRAIN, INC.

214 24th Street
Telephone: Ogden 9322
P. O. Box 367 OGDEN, UTAH

QUALITY GOES IN BEFORE THE NAME GOES ON

tions for future improvements and needed research.

By using 15 to 20 classifications, a feed dealer can cover most departments of his business. A brief, written summary, a paragraph or two, kept in a handy folder on your desk will enable you to get into the heart of each problem quickly when you need to. Such a list will also enable and encourage you to tackle those problems one by one, keeping your eye on the ball until you've made satisfactory progress. Nothing can worry a business man so much as a problem which he keeps putting off from day to day. He is often tormented by the problem, hates to tackle it, and this state of mind hampers his efficiency in all he does. Keep your eye on the ball by determining to tackle each problem in your business as soon as you can, giving it full attention in its turn. That procedure will save hours of worry-time for you.

Do you have some promotions scheduled which need considerable planning? Keep individual file folders on such promotions. Study each promotion as far ahead as possible. Get some of the promotion factors working early so that you won't have to devote too much time all at once when the promotion period finally arrives.

How many sales did you promote the past year? When did they take place? What did they cost, individually? How did they affect sales? How much time was spent handling the extra work? Can they be repeated profitably? All this information, placed in individual files, will aid the feed dealer when he is to consider the events again. Such a listing system may amaze him at the number of promotions staged last year. Keeping your eye on the ball and studying the promotion picture as a whole may enable you to space the sales better on a seasonal basis. Cost reduction opportunities may also be suggested, and it may even be possible to eliminate one or two sales without losing profit.

Merchandising surveys reveal that numerous retailers doing an annual business of $75,000 to $250,000 do not have a planned sales promotional campaign. They work on sales promotion haphazardly. Large stores, as a rule, have a planned annual sales promotion program and consider it carefully.

The small business man, doing up to $250,000 annually, often says when such problems are mentioned, "I haven't time to do all those things."

It is true that he is busy, but the small business man can do more if he will keep his eye on the ball and study each department of his business several times a year, making written recommendations of what has been done, how it can be done more efficiently and the possible profit which can be secured thereby. Once such a study is made, its benefits extend over many months of operation without any more than supervisory attention.

Don't take on too much too soon. The feed dealer who keeps his eye on the ball does not attempt to take on too much too soon. He does not commit himself to attempt to do more than he can accomplish with his present facilities. He sets a goal for his business which is within reach, and everything he does, he does as well as he can. This is the only way to please customers consistently, to make a business grow steadily and to give the dealer that balance in living which is just as important to him as the proper balance in the feeds which he sells.

Keep your eye on the ball in business. Know what needs to be done. Know what you can do now and what you can do with better training and facilities. Then pick out your goal, smash out a solid hit and come racing home with the winning run.

Uhlmann offers a complete line of FEED GRAINS and GROUND CORN
Uhlmann Grain Co. Kansas City, Mo.

TRIUMPH 300 Zip COB BROWING CORN SHELLER

shells, separates, and cleans the corn; removes cobs, husks and dirt

handles up to 14 tons of machine picked corn per hour

●They do everything! That's why users like them so. You'll get excellent results on snap or picked corn full of husks — even high moisture corn. Efficient separation of corn from the husks, cuts corn losses to a minimum.

These new 300 Zips shell 300 to 400 bushels per hour. They enable you to take care of more customers, in less time, and make more money, quicker. Cheap to buy. Easy to install. Little upkeep. All moving parts are mounted on a single through shaft. There are only two bearings; one 15 HP motor. Feed mills and country elevators everywhere are buying these new shellers. Keep your plant competitive. Send for full details. Act Now!

THINK! JUST ONE MACHINE THAT:

- SHELLS 300 to 400 BU./Hr. of machine picked corn.
- SEPARATES shelled corn from husks and cobs, with top shell out percentage.
- CLEANS the shelled corn of dirt, silks and chaff automatically and efficiently.
- REMOVES COBS, husks and dirt; blows them through 8" piping to an overhead bin or outside pile.

★ ★ ★

- CHEAPER. Just one entirely complete machine. No "Separators" or "Cleaners"—no "Cob Conveyors" to buy and install. Takes less space too.
- SAVES POWER. A 15 HP motor does everything.
- SAVES UPKEEP. Less machinery means less upkeep. All moving parts mounted on just one through shaft. Only two bearings to lubricate.

TRIUMPH
CORN SHELLERS
THE C. O. BARTLETT & SNOW COMPANY
6249 HARVARD AVE. CLEVELAND 5, OHIO

Send for this Catalog IT GIVES FULL DETAILS

THE C. O. BARTLETT & SNOW CO.
6249 Harvard Ave., Cleveland 5, O.
Gentlemen: Please send your new catalog, giving full details about the New 300 Zip Corn Sheller.
Name
Address
30-1

MOLAS-O-FIER
FITS ALL MIXERS
Mixes Molasses, Liquids, APF, Buttermilk, Solubles, etc., into Dry Feeds. Portable.
Write CARROLL SWANSON
620 Des Moines Bldg.
Des Moines, Iowa

SILMO Vitamin Oils
Silmo Chemical Co.
VINELAND, NEW JERSEY

SPEAKING of PROFITS!

PEL-STIM

YOUR POULTRY-GROWING CUSTOMERS WANT TO PRODUCE THE NEW CAPON-QUALITY FLOCKS

Growers everywhere are enthusiastic about the added profits they derive from CAPON QUALITY poultry. Feed merchants report enormous demand for WENE Capon PELS—the microgressed diethylstilbestrol pellet that produces best results. Heavy advertising, plus the endorsement of satisfied users keeps sales booming . . . profits growing for dealers who stock and feature them. Write at once for prices, details of the WENE Capon PELS promotional program. ALSO AVAILABLE—Automatic PEL IMPLANTER.

Nationally Advertised by the Makers of WENE VACCINES

WENE CAPON PELS
WENE POULTRY LABORATORIES
DEPT. FS VINELAND, N. J.

Little Boy (in woodshed): "Father, did grandpa spank you when you were a little boy?"

Father (with paddle): "Yes, my son."

Little Boy: "And did great-grandpa spank grandpa when he was a little boy?"

Father: "Yes, son."

Boy: "And did great-great-grandpa spank great-grandpa?"

Father: "Yes."

Boy: "Well, don't you think with my help you could overcome this inherited rowdyism?"

◆ ◆ ◆

Boss: "Mose, how does it happen that I never find you at work when I drop around?"

Mose: "Hit's on account of dem rubber soles what you wears on yo' shoes."

◆ ◆ ◆

"You sho' does look worried."

"Boy, I'se booked up solid on worrying. I'se got so many worries on my mind that if sumpin' happens to me today, Ah won't get time to worry about it foh two weeks."

◆ ◆ ◆

An artist painting in the country had a farmer spectator.

"Ah," said the artist, "perhaps you too are a lover of the beauties of nature. Have you seen the golden fingers of dawn spreading across the eastern sky, the red-stained, sulphurous islets floating in the lake of fire in the west, the ragged clouds at midnight, blotting out the shuddering moon?"

"Nope," said the farmer, "not lately. I've been on the wagon for over a year."

◆ ◆ ◆

A young reporter was instructed by his editor never to state anything as a fact that he could not verify from personal knowledge. Sent out to cover an important social event soon afterward, he turned in this story:

"A woman giving the name of Mrs. James Jones, who is reported to be one of the society leaders of the city, is said to have given what purported to be a party yesterday to a number of alleged ladies. The hostess claims to be the wife of a reputed attorney."

◆ ◆ ◆

Motor Cop (after a hard chase): "Why didn't you stop when I gave you the horn and yelled to you?"

Driver (with presence of mind): "'I thought you said, 'Good morning, senator'."

Cop: "Well, you see, senator, I wanted to warn you not to drive too fast through the next township where officers are hard boiled."

◆ ◆ ◆

A boy scout found an envelope containing tickets. The envelope bore a name and address, and the boy accompanied by his little brother went there at once. On accepting the tickets, the owner thanked the boy and offered him a dollar.

"Sorry, I'm a scout," said the boy, "this is my good deed for the day." The man was on the point of returning the bill to his wallet when the scout went on: "But my little brother here isn't."

◆ ◆ ◆

Maid: "I'm very sorry, Miss Brown said to tell you she is not at home."

Mrs. Cheyenne: "That's all right. Just tell her I'm glad I didn't come."

Staley's
New Soybean Product
"50% PROTEIN"
HI-PRO-CON
HIGH IN PROTEIN—LOW IN FIBER
Judge it for Yourself!

Test Staley's 50% PROTEIN "HI-PRO-CON" when formulating your high energy rations for poultry, hogs and cattle. Judge it for yourself and find out how easily and economically "HI-PRO-CON" incorporates more vegetable protein in your formula feeds without increasing the fiber content. Try "HI-PRO-CON" once, and you'll use it regularly for formulating top-notch *high protein—high energy* feeds.

Judge Staley's 50% PROTEIN "HI-PRO-CON" today—may we make a test shipment of one ton, ten tons or a carload?

Staley's "HI-PRO-CON"

- ★ 50% minimum protein guarantee
- ★ Highly palatable
- ★ Uniform color and granulation
- ★ Mixes easily
- ★ Processed under carefully controlled heat treatment

THE STALEY CUSTOMER NEVER GUESSES—HE KNOWS
A. E. STALEY MFG. CO.
DECATUR, ILLINOIS FEED DIVISION PAINESVILLE, OHIO

MOLASSES
Cane ⊙ Beet
Domestic and Imported

BEET MOLASSES
will save you money, if you are located in the Rocky Mountain area or the Midwest.

Delivered prices quoted on request.

INDUSTRIAL MOLASSES CORP.
Leonia, N. J.
Leonia 4-1040
933 Plymouth Bldg.
Minneapolis 2, Minn.
MAin 4761

MANARD MOLASSES CO.
DIVISION INDUSTRIAL MOLASSES CORP.
310 Balter Building New Orleans 12, La. Magnolia 5015

PUT *Sol-O-Meeno* IN YOUR FORMULAS

✓ With *Sol-O-Meeno* You Can Replace All Your Animal Protein in Your Formulas

✓ 100 lbs. of *Sol-O-Meeno* furnishes a Minimum of 10 mcg. of B_{12} Activity per pound of finished feed (chick test) plus other Unknown and Unidentified Factors

✓ Pound for Pound better than Fish Solubles

Write for information on our personalized formulas for custom mixers

W. C. PRATT COMPANY
20 NORTH WACKER DRIVE
CHICAGO 6, ILL.

Warehouse Stocks at

Grain Products Company, St. James, Minnesota
New Century Co., 3939 S. Union Ave., Chicago, Ill.
Wertz Feed Products Co., Sioux City, Iowa
Security Supply Co., 629 S. Concord, S. St. Paul, Minn.
United Distributing Co., 116 24th Ave. North, Minneapolis, Minn.

LA BUDDE
MILWAUKEE, WIS.
MALT SPROUTS
BREWERS GRAINS
DISTILLERS GRAINS
BEET PULP
AND 66 OTHER FEEDS

All Cotton Bags Alike ?

Here Are Five (of the Many) Reasons Why Bemis Is Your Best Value!

There is a whale of a difference in bags . . . and in bag service. Dozens of factors enter into your choice of a cotton bag supply source . . . far too many to cover in one message. So take a look at just five of the many extra values Bemis offers . . .

1

GETTING THE BEST COTTON GOODS—Bemis' four cotton mills supply over 60% of our requirements; the remainder comes from more than 90 other mills. Our wide range of sources enables us to fill all of our cotton goods requirements from mills that *produce the best quality* of any required construction. The fact that Bemis has its own mills is an incentive to other suppliers to improve *their* quality. At the same time, the other mills spur Bemis to improve *its* quality. So, we're in the position where we can . . . and do . . . get the best cotton goods for your bags.

2

THERE'S A BEMIS MAN BEHIND EVERY TREE—Look at the bottom of this spread . . . notice that list of Bemis bag factories and sales offices. That means a lot to you—prompt, personal attention to your orders . . . shorter, and thus faster, delivery. Probably most important, though, it means that you can *carry a low bag inventory*. Your money isn't tied up, yet you can get the bags you need when you need them. All bag service alike? Not by a jugful!

3

INFORMATION, PLEASE!—Bemis' large size and numerous contacts give us a constant flow of market information which is flashed immediately to all Bemis branches. An important duty of Bemis salesmen is to pass this information on to every customer who can profit from it. This news may cause you to postpone buying bags, but we are guided by the knowledge that what is best for you is best for us in the long run. Bemis information service helps you to minimize the hazards of market fluctuations. Customers guided by it find they come out better at the end of the year. And it all comes with the Bemis Bags you buy.

4

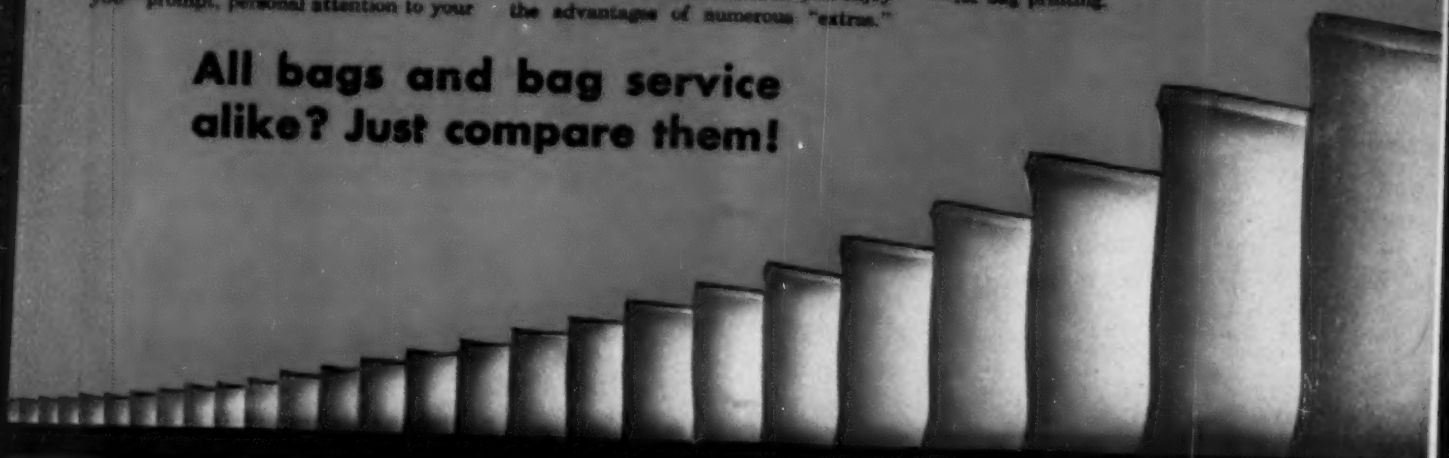
WE HELP YOU "WRAP IT UP"—We not only sell you the right bags at the right time, but also help you get the most out of them. As a Bemis customer you enjoy the advantages of numerous "extras."

Bemis service can assist you at any stage of your packaging operation—from recommending the proper container for your product, through the filling, closing, handling, and even the loading into the box car. Bemis salesmen are practical, shirt-sleeve men who know their way around in a feed mill. And they are backed up by experienced engineers who can handle any job from packing room layout to designing and building new packaging machinery. Bemis sewing machine experts, too, can save you money. They teach proper operating and maintenance techniques so your bag closing lines hum along at top efficiency.

5

BEMIS PRINTING SELLS YOUR PRODUCT—Why do you want your brand on your packaged product? To identify it, advertise it and sell it, of course. Isn't it logical, then, that the better your brand printing, the better your advertising and selling? That's why Bemis specializes in precise, intricate multi-color printing. That's why Bemis has an immense investment in printing equipment, and has even gone so far as to design and build many of its own printing presses. That's why Bemis relies principally on pressmen with 15 to 30 years of experience. That's why Bemis maintains its own ink mill and pioneered in developing brilliant, colorful inks—including wash-out inks—for bag printing.

All bags and bag service alike? Just compare them!

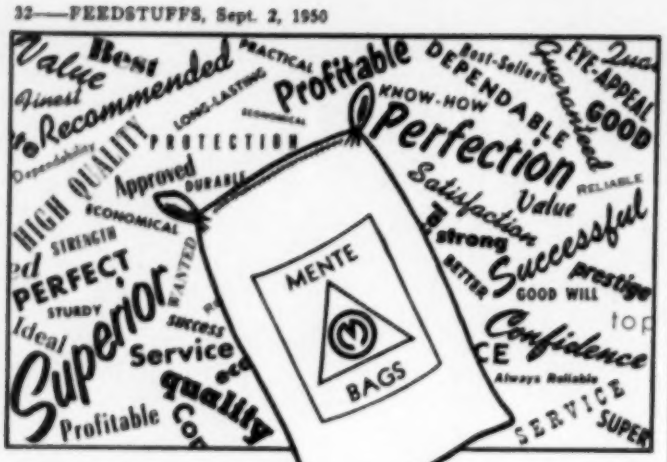


Bemis

...NOT BY A JUGFUL!

Baltimore • Boise • Boston • Brooklyn • Buffalo • Charlotte • Chicago • Cleveland • Denver • Houston
Detroit • East Pepperell • Indianapolis • Jacksonville, Fla. • Kansas City • Los Angeles • Minneapolis
Louisville • Memphis • Mobile • New Orleans • New York City • Norfolk • Oklahoma City • Phoenix
Omaha • Peoria • Pittsburgh • St. Louis • Salina • Salt Lake City • San Francisco • Seattle • Wichita
Vancouver, Wash. • Wilmington, Calif.

BEMIS BRO BAG COMPANY



Burlap and Cotton New and Used

Printed and Plain

Write, wire or phone for latest quotations

Dept. J

MENTE & CO., INC.

ISAAC T. RHEA, Pres.

SAVANNAH • NEW ORLEANS • HOUSTON

U.S. Wheat Exports Short of IWA Quota Indicated

WASHINGTON — Another failure of the U.S. to reach its export quota under the International Wheat Agreement of approximately 225 million bushels is forecast in calculations made by government officials this week.

Conservative export calculations show an annual wheat export to all areas for 1950-51 at between 175-225 million bushels. Some government officials at the U.S. Department of Agriculture are thinking in terms of a total outbound movement of 275 million, but they cannot sustain this figure statistically.

The more conservative 225 million bushel maximum includes a probable movement of at least 50 million bushels of wheat to Japan. Conclusion of other negotiations for bread grains to such areas as India could boost the export movement to the higher figure. Any military disaster in the Far East, however, could alter these calculations materially if the U.S. were suddenly called upon to replace losses of rice from the Rice Bowl.

Barring extraordinary demands for U.S. wheat which could develop, the outlook is that the Economic Cooperation Administration again will provide the financial fuel to kep the U.S. wheat export movement rolling. Conservative recapitulation of probable ECA-financed exports shows a total of approximately 150 million bushels.

Other IWA-participating nations such as Latin American countries are expected to buy about 25 million bushels, which makes a potential export of wheat from the U.S. for the 1950-51 crop year of 225 million bushels. Of this quantity, 175 million bushels of wheat or wheat flour are seen as registered under the wheat pact. If such a quantity is reached, the U.S. would fall short of its export quota by approximately 50 million bushels.

Attainment of even this level of exports will be influenced by Canadian sales policy under the wheat agreement and also its pricing of Class 2 wheat. If Canada should lower its price of wheat for agreement sale it is conceivable that it could cut into the above forecast U.S. sales.

At present the price of Canadian Class 2 wheat is slightly over the IWA maximum. USDA experts believe that for at least six months Canada can make just as many sales on the basis of wheat agreement maximum than it could if it started to sell under the top of the wheat agreement range. With a current outlook of a total Canadian crop of approximately 650 million bushels, including the carryover to the new crop year, Canada might find it advisable later in this crop year to make price inducements to move some of this vast supply.

DENVER LIVESTOCK SHOW TO FOLLOW ADA MEETING

CHICAGO—The 1951 convention of the American Dehydrators Assn., slated for Jan. 10-12 at Colorado Springs, was set so as to allow members to attend the National Western Livestock Show which will be held in Denver Jan. 12-20, Lloyd Larson, secretary of the ADA, said recently.

Those desiring to attend the livestock show should make plans now so arrangements can be made for tickets, Mr. Larson pointed out. Tickets for the horse show and rodeo are at a premium; orders are taken beginning in September and all orders are usually filled by November.

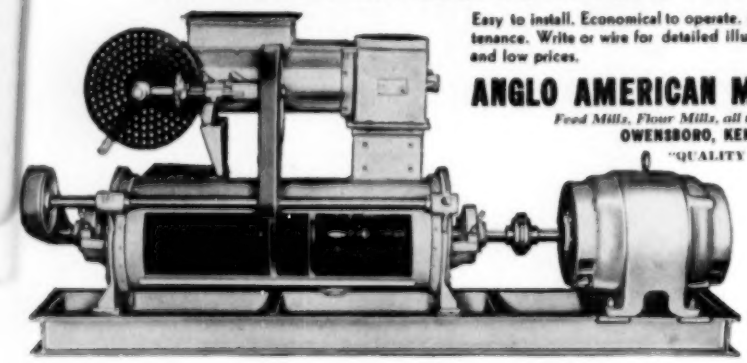
Mr. Larson said that the ADA would reserve a block of tickets for the event if enough members are interested and notify the ADA office at 53 W. Jackson Blvd., Chicago.

From community Plants to largest Feed Mills PROFITS in a rich market with . . .

ANGLO MOLASSES PROCESS

24 TYPES AND SIZES TO CHOOSE FROM!
CAPACITIES 1500 LBS. TO 10 TONS PER HOUR!

Easy to install. Economical to operate. Minimum maintenance. Write or wire for detailed illustrated bulletin, and low prices.



ANGLO AMERICAN MILL SALES CO., INC.

Feed Mills, Flour Mills, all types of milling equipment.

OWENSBORO, KENTUCKY, U. S. A.

"QUALITY MACHINERY SINCE 1900"

Molasses atomized and DRIVEN INTO every particle of dry feed —not just splashed on. . . . No balling. No molasses pockets. No hardening in sacks. . . . Mixes cold molasses with any ground feed in HOTTEST or COLDEST climate. . . . Patented Variable Control regulates molasses flow to any desired percentage.

GUARANTEED ANALYSIS
LACTOSE (milk sugar) not less than 70%
PROTEIN not less than 12%
FAT . . . . . Trace

CHEE-WAY

CHEE-WAY DRIED CHEESE WHEY

GENUINE DRIED CHEESE WHEY

FITS INTO FEED FORMULAS FOR HEALTHIER POULTRY, PIGS, CALVES AND TURKEYS

CHEE-WAY IS BETTER BY ANALYSIS.

It is 70% LACTOSE because it has all the original lactose of liquid cheese whey. Nothing has been removed except water.

CHEE-WAY is guaranteed FREE RUNNING.

It will not cake or harden because it is made by an entirely new process. CHEE-WAY is the exclusive product of

HERBERT K. CLOFINE

Milk Products

Bulletin Building, Philadelphia 7, Pa.

RITTENHOUSE 6-9885 LOCUST 7-2040

Whitmoyer

...A NAME TO REMEMBER FOR COD LIVER OIL AND FEED SUPPLEMENTS

Years of experience in the production and blending of Cod Liver Oils at Whitmoyer plants in New England and Nova Scotia enable Whitmoyer Laboratories to produce oils of absolute reliability and uniformity at all times.

In conjunction with our patented oil extraction process, Whitmoyer also produces a vitamin-rich, marine product with an abundant supply of natural, water-soluble B-vitamins. This marine product serves as a base for many Whitmoyer dry vitamin concentrates.

Rigid, thorough biological and chemical tests by Whitmoyer's own laboratory and by independent laboratories are your guarantee that each Whitmoyer product is supplying its full quota of vitamins. Investigate the Whitmoyer line today. *Be sure* of your feed quality. It will pay you big dividends in satisfied customers—increased sales!

WHITCOD

Cod liver oil produced by patented cold press method which retains all natural vitamins. High in vitamins A and D for healthier livestock and poultry. Available as pure cod liver oil or fortified cod liver oil concentrate.

* FLAV-A-DEE

A complete vitamin supplement for poultry mashes. A blend of cod liver meal (made by our exclusive patented process, then vacuum dried), biologically processed animal liver meal, and dried brewer's yeast—rich in vitamins A, D, and B-Complex factors.

* CLO-MEAL

A natural riboflavin concentrate for quality poultry mashes and hog feeds. A blend of cod liver meal, biologically fermented animal liver meal, and dried brewer's yeast. Contains 70 milligrams of riboflavin per pound and an adequate amount of other B-Complex factors.

* CONNECTICUT MIX

A nutritious, pre-mixed concentrate for use in making popular Connecticut type broiler ration—a new, high-energy, low-fibre ration in great demand. Saves buying, storing, handling, specialized ingredients.

DRI-COL

A new, reliable vitamin supplement in easy-to-mix powder form. Available as either an A and D or straight D product. Stabilized for your protection against vitamin A loss. Available in 3 potencies.

TRA-MIN

A balanced trace mineral concentrate important to proper livestock and poultry nutrition—helps them utilize feed nutrients properly. Contains "protein-bound" iodine (100% stabilized), manganese, cobalt, copper, iron and zinc.

*A. P. F.

Flav-A-Dee, Clo-Meal and Connecticut Mix are reliable natural sources of Vitamin B12 and A.P.F. Nutritional experiments have shown that when these products are used at recommended levels in feed formulas, supplemental amounts of Vitamin B12 and A.P.F. are not required.

DISTRIBUTORS

HAVANA, CUBA
31 Ave
San Rafael 456

TEXAS
Nannes Supply Co.
Lubbock, Texas

IN CANADA:
Whitmoyer Laboratories, Ltd.
Yarmouth, Nova Scotia

NEW ENGLAND, LONG ISLAND and NEW JERSEY
Grandone, Inc., Nassau, Mass.

MANUFACTURING CHEMISTS

Whitmoyer LABORATORIES, INC.

MYERSTOWN, PA.

PRODUCTS OF SCIENTIFIC MERIT

Windy Kramer Gets An Idea

WHEN the Brooks Feed Mill was ready to close for the day, Windy Kramer, the routeman, brought forth a dinner pail, sat down on a feed sack and opened the lunch bucket. Milt Peters looked at him in astonishment.

"Say, did you forget to eat your lunch?" he said. "You must be hungry, going all day like that without a bite."

Windy grinned. "I ate lunch. I brought two lunch buckets today."

Milt Peters looked at Pop Henley, who was also surprised. Then Milt put his finger to his head and began making circles with it. "This is something new," he said. "Tell me about it, I'm curious."

At this moment Joe Brooks came out of the feed mill office. "You tell him, Joe," Windy said. "He's as curious as a cat."

Joe Brooks chuckled. "Maybe that's why Milt has so many names in his date book. Well, anyway, Windy has a window display idea. He saw the window that Smiley dressed up a few weeks ago, and it got him thinking. So he wants to stay tonight and get that window ready."

"Ho, ho," laughed Milt, "what does a routeman know about window display?"

"He knows the minds of farmers just as well as a feed grinder," taunted Windy.

"Male or female farmer?" Milt asked quickly.

Windy said nothing but went on eating.

Milt would have come down to the mill after supper that night just to see what kind of window display Windy could turn out in his first attempt, but his No. 3 redhead called him and asked him to take her roller skating. And when Milt got home it was late—about midnight. However, he walked down to the feed mill and tried to peer into the window. But there was a blanket stretched over the glass from the inside, so Milt had to walk home quite disappointed.

"The trouble with guys in this organization is that they have too darn many secrets," he complained to his pillow. "They never tell a fellow anything."

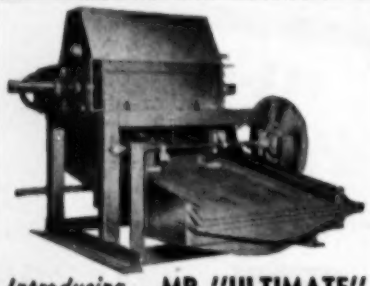
The Unveiling

But the next morning Milt and his fellow employees did have a chance to look at the window display. Windy arrived at seven o'clock, the same time as the rest of the men, and after a lot of good natured kidding he took down the blanket.

Then, all the employees stood back and looked at the window display. There was silence for a moment as all of them took in the details of the window.

First of all they saw large plywood cutouts of an egg and a milk bottle. Alongside the egg cutout was a bag of poultry feed, and alongside the milk bottle was a sack of dairy

GET INTO THE
PROFITABLE
GRAIN-CRIMPING
BUSINESS
with a
Low Cost . . . High Quality . . .



Introducing . . . MR. "ULTIMATE"
IN CRUMBLES EQUIPMENT

A new, simplified, vest-pocket Crumbles Mill at drastically reduced price! Same quality features as in larger Davis models . . . models used exclusively by most of America's finest feed plants.

Shown above is the 9x30-in. mill with built-in 3-sieve scalper. Takes only 49x77-in. floor space, is only 47-in. high, yet crumbles 15,000 lbs. an hour! Other sizes from 4,000 to 30,000 lbs. an hour, belted or with motor, with or without scalper.

Easily installed and operated by any handy man.

Get into this fabulous crumbles business now . . . watch your feed sales skyrocket, as hundreds of others have done! Mail the coupon today!

DAVIS QUILT

H. C. DAVIS SONS' Mill Machinery Co.
BONNER SPRINGS, KANSAS

DAVIS ROLLER MILL!

Easy to Install—Takes only 1/5 Power of Same Capacity Grinder

You can't change the facts:
Feeders want Roller Crimped Grains!

Ride with the trend . . . get into the profits that are now being made with Davis Roller Mills. Feed men have *proved* Davis Mills really do the job . . . turn out quality crimped grain from 3,000 to 18,000 pounds an hour. More than 500 Davis Mills are already in operation throughout the United States and Canada.

Davis Roller Mills start at $274.50 . . . plenty low enough for *you* to get into this profitable line. Turn out Crumbles, Cracked Corn, Wheat and Kaffir, too, with your Davis Roller Mill.

Don't buck the trend . . . get *your* share of the profits. Write for information on Davis Roller Mills now!

MAIL THIS COUPON . . . . *TODAY!*

H. C. Davis Sons' Mill Machinery Co.
Dept. F-12, Bonner Springs, Kansas
Please send me free information on Davis

( ) Roller Mill
( ) Crumbles Mill
( ) Batch Mixer
( ) Corn Cutter
( ) Grain Cleaners
( ) Ear Corn Granulator

Firm Name .....
Your Name .....
Address .....
Post Office ..... State .....

BLUE RIBBON SPECIAL
Condensed Buttermilk
Hogs, Chickens, Ducks & Turkeys
MERCHANTS CREAMERY CO.
826 LIVINGSTON ST. CINCINNATI, OHIO

GROW WITH PROVICO
PROVICO FEEDS • CINCINNATI, OHIO

HIAWATHA
GRAIN COMPANY
MINNEAPOLIS, MINN.
For POULTRY WHEAT
SCREENINGS
Ground or Unground
FEED BARLEY
FEED OATS
Wire or write for prices

COLUMBIA
SOFT PHOSPHATE
U. S. Dept. of Agriculture tests* indicate this phosphate is 69% as available as bone meal . . . yet it costs (per percent of phosphorus) considerably less than one-half as much.
*Journ. of A.O.A.C., Feb. 1945.
Write for information and prices
COLUMBIA
PHOSPHATE CO.
1007 Washington Ave.
St. Louis 1, Mo.

Q. *Is B·Y-21 easy to use?*

A. *This riboflavin supplement is made in the especially convenient form of dry, mill-ground meal which flows freely and blends perfectly with other feedstuffs.*

RIBOFLAVIN QUIZ NO. 1

Q. To what feeds should riboflavin be added?

A. All animals need riboflavin but it is especially necessary to see that poultry, hogs, horses, dogs and fur-bearing animals receive an adequate amount. The most accurate, easiest and least expensive way is to include the recommended amount of B·Y-21 directly in the feed when it is mixed.

Q WHAT ABOUT KEEPING **B·Y-21** IN STORAGE?

A. That's no problem at all. B·Y-21 has excellent stability and storage characteristics. In addition, it's packed in convenient 50-pound bags.

Agricultural Division
COMMERCIAL SOLVENTS
Corporation
Terre Haute, Indiana

B·Y-21.. a source of Natural Riboflavin

feed. A large sign in the window said: "Know Your Feeds."

Another sign went on to say that due to good feeding and better poultry management, the average hen had increased her egg production from 76 eggs annually 50 years ago to 150 in 1950, with quite a number of hens even going over the 250-mark annually. A sign near the dairy feed said that whereas 25 years ago a dairy cow produced an average of 1,891 quarts of milk annually, today an average cow produces 2,437. The increase was due largely to better feeding and general dairy management, the sign pointed out. The sign also said, "Be Feed-Wise. See Us About Your Feed Problem."

"Huh," said Pop Henley, "that is what I would call a real nifty window with a message. Makes a fellow think. Those large cutout illustrations balance the window very well."

"Yeah, it's not so bad," Milt conceded grudgingly. "Of course, if I had seen the window as it was being dressed, I think I could have suggested a few improvements." He shot a critical look at Windy, who merely grinned as he smoked his cigarette.

"I can see some smaller signs flanking the big feed displays and signs," Butterball Barlow said, stepping closer. "What does it say on them?"

Know Your Country

The smaller display cards, about [illegible] by 3 ft., had a heading, "Know Your Country." And on them was information such as this:

"U.S. consumer spending for goods and service for 1950 will aggregate $266.7 billion this year, say experts. That's two and one half times the level of 1940 . . .

"Personal income will probably reach $2.17.7 billion. That will be close to three times the 1940 level of individual income . . .

"The 1950 census is expected to show the population of the U.S. increased by some 19 million between 1940 and 1950, to top 150 million . . .

"The number of American households is currently about 42.2 millions, according to the Census Bureau. Since World War II households have increased 4% in number . . .

"Males outnumbered by females. There are 75.2 million males, or 49.8% of the population . . .

"Drive-in industry mushrooms. An increasing tendency of the American people to organize their lives around the automobile has resulted in spectacular growth of drive-in business . . .

"6.7 million widows in U. S. Each year about 460,000 wives in our country become widowed. Moreover the annual toll will probably increase as the population ages . . .

"U.S. Savings Bonds to mature. A total of $22.5 billion of U. S. Savings Bonds mature in the five-year period 1950-54 . . ."

The employees stood reading these and other bits of interesting information for some minutes. Then Milt said, "Windy, I hand it to you. This is quite a window. I'll bet lots of farmers will remember it."

"Thanks," replied Windy, blushing a little.

"I especially like that note about there being more females than males," Milt grinned. "That means easy dating for me for years to come. And I'll bet Pop likes that item about there being so many more widows every year. Plenty prospects for him, too."

To that Pop said nothing, but to put ice into his eyes and let the veins stick out in his forehead like swollen rivers in a spring flood.

(To be continued)

CONSUMERS SOYBEAN MILLS, Inc.
Jobbers and Producers
SOYBEAN OIL MEAL
1122 Flour Exchange — Phone: BR 6781
MINNEAPOLIS, MINN.

There's a GAINER FEED for every need
HOG • POULTRY • CATTLE
DAIRY • HORSE • DOG
RABBIT
JOE SCHAFER & SONS
SPRINGFIELD ILLINOIS
GAINER FEEDS

FLOUR
• GRAIN
• FEED
BRAN & SHORTS
for all Southeastern markets
References furnished on request
William A. Martin
Gadsen, Alabama

For Satisfied Customers and Higher Profit
Use Vitadine
Feed manufacturers know that feeds built on Vitadine show better, more economical results. Yet it takes only a single bag of Vitadine to fortify a ton of average feed in milk values, vitamins and necessary rare minerals. Meet today's competition with Vitadine. It means profit for your customers and for you. Write for information.
2270
Blatchford's

MERCK . . . SPECIALIZED SERVICE

FOR ACCURATE RIBOFLAVIN LEVELS . . . for

Handling Convenience

and

Best Nutritional Results

No. 54—RIBOFLAVIN MIXTURE MERCK is designed to facilitate *accuracy* in feed mixing. It saves on handling, freight, and storage space.

No. 54—RIBOFLAVIN MIXTURE MERCK is manufactured *specifically* for the feed industry by a recognized leader in the synthesis, development, and large-scale production of pure vitamins. Extremely easy to use in mixing—low in cost.

Write today for full information and prices.

No. 54—RIBOFLAVIN MIXTURE MERCK — One ounce contains 1,000,000 micrograms of Riboflavin.

MERCK & CO., INC.
Manufacturing Chemists
RAHWAY, NEW JERSEY
New York, N. Y. · Philadelphia, Pa. · St. Louis, Mo. Elkton, Va. · Chicago, Ill. · Los Angeles, Calif.
In Canada: Merck & Co. Limited
Montreal · Toronto · Valleyfield

MERCK

No. 54—RIBOFLAVIN MIXTURE MERCK

Carotene in Range Feeding

• • •

By Dr. Karl F. Swingle

THE Veterinary Research Laboratory is interested in the problem of carotene in range feeding from the standpoint of the deficiency diseases resulting from inadequate vitamin A nutrition. In Montana, vitamin A deficiency has been recognized more in cattle than in sheep, so this discussion will be limited to cattle.

Carotene deficiency in cattle may give rise to a variety of pathological conditions. These include reproductive disorders, usually abortions, stillbirths or weak calves. Certain nervous disorders, skin lesions and eye defects, including night blindness, xerophthalmia and sometimes total blindness occur in this deficiency. Anasarca, a generalized edematous condition, is attributed to vitamin A deficiency. Diarrhea in young calves and intermittent diarrhea in older animals also occur. The possibility that urinary calculi in steers is caused in part by vitamin A deficiency is still under investigation. In favor of this viewpoint is the fact that calculi occur seasonally at the time of lowest carotene in the feed. In some cases feed lot experience has indicated vitamin A deficiency as a probable cause of calculi.

The known importance of vitamin A for the health of the epithelial tissues makes it appear reasonable that a deficiency could disturb the structure and function of the kidneys and other urinary organs to the extent that the minerals, protein and tissue fragments associated with calculus formation would be present in the urine and might contribute to the development of stones.

Recognition

When a carotene deficiency has reached the point of producing the pathological conditions just mentioned, its recognition is relatively easy, but it would be desirable to be able to detect this deficiency before it has reached the point of seriously impairing the health of the animal. There is evidence that internal tissue changes occur before external symptoms are observed, but the most certain way to determine the state of the carotene-vitamin A nutrition of an animal is by analysis of the blood for these materials.

As an animal on a carotene deficient feed uses up its stored reserves of vitamin A and carotene, the amount of these two substances in the blood stream decreases. By experiment it has been determined that when the blood level of carotene drops to 25 micrograms per 100 milliliters or the blood vitamin A falls below 16 micrograms per 100 milliliters of plasma, we may expect clinical symptoms to begin to appear. In the special case of pregnant cows these levels are considerably higher, 75 micrograms for carotene and 22 micrograms for vitamin A; if the values are lower we may expect weak or dead calves. There is some evidence that these levels may vary slightly with breed, age, climate and especially with individual animals.

Ration Requirements

Having established these minimum blood levels for carotene and vitamin A, we may determine how much carotene must be included in the ration to maintain these levels. The classical work of Guilbert and Hart on this

EDITOR'S NOTE: The accompanying article is the text of a report by Dr. Swingle at the first annual Montana Nutrition Conference last spring at Montana State College, Bozeman. Dr. Swingle is an associate professor in veterinary research at Montana State.

PRIME QUALITY FISH MEAL

Must be made from selected, sweet, edible fish scrap stock by experienced men, under chemical control—it means something more than protein guarantee. That is why buyers like our fish meal.

MENHADEN FISH MEAL COMPANY

BALTIMORE 24, MARYLAND

Office and Factory: Mertens Avenue, Foot of Clinton Street

TO THE FEED INDUSTRY

SULFAQUINOXALINE MERCK

Another outstanding contribution of Merck research, for the prevention *and* control of cecal and intestinal coccidiosis of chickens, turkey coccidiosis, and for the reduction of mortality in acute fowl cholera. Sulfaquinoxaline Merck, in powder form, is extremely well suited to feed mixing. Write us for full information on this highly effective product.

CALCIUM PANTOTHENATE DEXTROROTATORY MERCK

Increasingly, feed manufacturers recognize the need for supplementary amounts of pantothenic acid to produce nutritionally adequate rations. Calcium Pantothenate Dextrorotatory Merck is supplied in the form of an easy-mixing powder.

CHOLINE CHLORIDE MERCK

Choline Chloride Merck, for high energy rations, is supplied in two forms—Choline Chloride (25%) Dry Mixture and Solution Choline Chloride (65%). These are produced specifically for the feed industry.

NIACIN MERCK (Nicotinic Acid)

From Merck, where many of the important vitamins were *first* synthesized, comes Niacin Merck, in powder form, fine for feed mixing.

MERCK POTASSIUM IODIDE MIXTURES

Extremely fine (3 billion particles to one ounce), free-flowing, these mixtures distribute uniformly and quickly through every portion of the feed. They represent your ideal means of iodizing and help you maintain a high level of feed performance.

ANIMAL PROTEIN FACTOR SUPPLEMENT MERCK

The first producer of Crystalline Vitamin B_{12} leads the way in the development of Animal Protein Factor Supplement for feed use. Animal Protein Factor Supplement Merck supplies 12.5 milligrams Vitamin B_{12} activity (L.L.D. assay) in every pound. Stocks immediately available.

BIG H FEEDS

ANI-PRO 12

HONEGGERS' & CO.

C. H. KENSER

Member Omaha Grain Exchange

FEED INGREDIENTS

COARSE GRAINS

640 Omaha Grain Exchange

OMAHA, NEBRASKA

CASH IN ON THE DEMAND *for* **ANDERSON'S**

EGSAVER

COMMUNITY NEST

BUILDS SALES 6 WAYS

- CLEANER EGGS
- EASY TO GATHER
- LESS BREAKAGE
- EASY TO CLEAN
- GOOD VENTILATION
- TAKES LESS SPACE

Write for Prices and Full Information

Anderson BOX COMPANY

subject has not been modified much by later workers. These scientists established the daily requirement for maintenance of cattle as 26 to 33 micrograms of carotene per kilogram body weight per day. For sheep the value is practically the same, 25 to 35 micrograms. Keener and his co-workers agree with this figure for dairy calves in the summer but state that twice this amount failed to protect calves during average winter conditions. Schmidt's figures are somewhat lower than Guilbert and Hart's, namely 10 micrograms for cattle and 14-16 for sheep.

That the availability of carotene may vary somewhat with the source was shown by Ward, Bechdel and Guerrant, who found that the requirement for the maintenance of Holstein cows varies from 24 micrograms per kilogram body weight when fed as carotene concentrate to 73 micrograms when fed as alfalfa molasses silage, with other roughages lying between these values. These authors also showed a slightly higher carotene requirement for Guernsey cows than for Holsteins. We might interpret this as being due to more efficient conversion of carotene to vitamin A by the Holstein than by the Guernsey.

During gestation and lactation the carotene requirement may be greatly elevated. Schmidt gives a figure of more than 55 micrograms per kilo for gestating Jersey heifers, which agrees well with Davis and Madsen's figure of 60 micrograms. That such dietary levels may not be required during the whole of pregnancy is indicated by the report of Guilbert and Hart of one instance in which a cow began gestation with no vitamin A reserve and whose carotene intake was maintained at the minimum level until the last month of pregnancy, when it was increased three-fold. She produced a normal calf.

A Striking Observation

The most striking observation with regard to the storage of vitamin A is the inefficiency of the animal in bringing excess dietary carotene into storage either as carotene or vitamin A. At least 5 or 10 times the minimum daily requirement must be provided over a period of several months to insure a moderate amount of storage (Guilbert, Miller and Hughes). For example, in 13 days a depleted cow consumed 15 grams of carotene in hay. She stored only 400 milligrams (2.7% of her intake) (Guilbert and Hart). The total storage of carotene and vitamin A in cows on green feed varied from .6 gram for younger animals to 3.6 grams in aged cows. In the liver this was mostly vitamin A and in the body fat mostly carotene (Guilbert and Hart).

The rate of withdrawal of such stores amounts to 9-11 micrograms per kilogram body weight per day (Guilbert and Hart). A great many studies have been reported to indicate how long the stored vitamin will care for the needs of an animal on deficient rations. On rations practically devoid of all carotene, we find figures all the way from 45 days for three-month-old calves to 282 days for old steers to reach a state of clinical deficiency, i.e., night-blindness. Although there are very wide variations between individual animals in the same age group handled identically, in general younger animals are more rapidly depleted than old ones. New born calves from cows on abundant carotene have practically no liver storage of vitamin A, but they soon store considerable quantities from the vitamin rich colostrum of their dams.

When it comes to the practical problem of determining the adequacy of our ranges to supply sufficient carotene for maintaining the stock grazing on them, our knowledge is very sketchy and meager. Studies have been made in California, Texas, Oklahoma, Nebraska, New Mexico and Kansas on the carotene content of range grasses at different times

Spee-Dee DEATH to RATS & MICE!

PLUS SALES AND PROFITS ! !

So effective that it will even keep rats out of grain elevators. Spee-Dee is a "must" for most of your daily customers. Attractively packaged. Spee-Dee sells on sight when properly displayed. Spee-Dee is sure death to rats and sure sales for you. Stock it and sell it. 6 oz. can $1.00; 3 oz. can 50¢ (40% dealer discount).

SATISFACTION GUARANTEED

Write today for free sample and complete details on the Spee-Dee profit plan.

OWOSSO PRODUCTS CO., OWOSSO, MICH.

for personal service:
WALSH GRAIN CO.
416 Flour Exchange Lincoln 0478
MINNEAPOLIS 15, MINN.
MATT WALSH — SHELLEY WALSH

tecmangam*

Used by the leading manufacturers of poultry feed mixtures as the most economical source of manganese sulphate, Tecmangam is completely available, and is readily assimilated by all types of poultry.

* Reg. U. S. Pat. Off.

TENNESSEE EASTMAN CORPORATION
(Subsidiary of Eastman Kodak Company)
KINGSPORT, TENNESSEE

TRANSIT
GRAIN & SEED MERCHANTS
SINCE 1920
FORT WORTH, TEXAS

GROUND GRAINS
Wheat, Barley, Milo
PURE BRAN
STANDARD MIDDLINGS
GRASHORTS
Can Load Cars Bulk
American Flours, Inc.
NEWTON, KANSAS

Year Round Supply—
Stable Low Cost
HOMOGENIZED CONDENSED FISH
FIVE PLANTS IN FULL PRODUCTION

HOMOGENIZED Condensed FISH
DEHYDRATING PROCESS CO.

of year, but the species studied are different from ours and also the climatic conditions are much different. We may consider any carotene level in the feed below 3 parts per million as being inadequate for cattle (6 p.p.m. for pregnant cows).

Generalizing from the results of range forage analyses in other states, we may assume that the green grass of early summer will provide sufficient carotene to saturate the storage facilities of the stock grazing on it. As the range dries, however, the carotene content of the forage falls very rapidly till probably by fall it will reach a level too low for maintenance of livestock, and if the stock are held on such feed long enough, they will use up their stored vitamin A reserves and begin to show deficiency symptoms before the grass turns green again in the spring.

In addition to the general level of carotene in the range grasses we should consider the availability of browse plants, some of which may carry a considerable amount of carotene throughout the winter. An example of this is the herd of cattle on experiment near Miles City. Last year during the summer and early fall the animals were on limited pastures with relatively little browse available. The blood carotene of these animals fell to a minimum of 4.3 micrograms per 100 ml., but this year the same animals were in a large pasture during late summer and fall, with greasewood and salt bush available to them. They have eaten considerable quantities of these two browse plants and their carotene has not fallen below 61 micrograms. Analysis of the edible portions of these two plants showed a carotene content of 16 to 30 p.p.m. in November.

Knowing that clinical symptoms of vitamin A deficiency may occur in range-fed cattle, the problem is to know how to determine the need for supplementation, what kind of supplement to feed, when to feed it, and how much to feed.

It is probably unwise to wait till clinical symptoms appear before beginning to feed supplements. However, if clinical symptoms do occur,

SAVE MONEY with SEA-COLL

PIEHL'S ALFALFA MILL
BLISSFIELD, MICHIGAN
Dealer in
Dehydrated and Suncured Alfalfa Meal
Chopped Hay—Hay & Straw

VITAMIN SUPPLEMENTS for the Feed Industry

- CLO-TRATE Cod Liver Oil with Added Vitamin A and D Concentrates.
- CLO-TRATE "Dry D" activated animal sterol supplies Vitamin D_3.
- Fleischmann's Irradiated Dry Yeast (FIDY)—Vitamin D_2 in several potencies—distributed in the Midwestern, Southern and Southwestern States.

White Laboratories, Inc.
Newark 7, New Jersey

IODIZE YOUR FEED MIXTURES with NYQ

POTASSIUM IODIDE-CALCIUM STEARATE MIXTURE

IT ALWAYS ASSURES YOU
- MAXIMUM IODINE LEVELS
- HIGH DEGREE OF STABILITY
- UNIFORM DISTRIBUTION
- EXTREME FINENESS—325 MESH
- ECONOMY

FOR THE FEED TRADE . . . HERE ARE OTHER N.Y.Q. PRODUCTS
- CALCIUM PANTOTHENATE DEXTROROTATORY
- CHOLINE CHLORIDE
- POTASSIUM IODIDE U.S.P.
- POTASSIUM IODIDE FREE FLOWING POWDER
- OTHER POTASSIUM IODIDE MIXTURES
- RIBOFLAVINS
- NIACIN (Acid Nicotinic)
- ALPHA TOCOPHEROL

SPECIFY N.Y.Q. ON YOUR ORDERS

NYQ — The Full Line Fine Chemical House

The NEW YORK QUININE & CHEMICAL WORKS, Inc.
GENERAL OFFICES: 99-117 NORTH ELEVENTH STREET • BROOKLYN 11, NEW YORK
CHICAGO PLANT: 729 WEST DIVISION STREET • CHICAGO 10, ILLINOIS
LOS ANGELES • SAN FRANCISCO • SEATTLE • PORTLAND

STOP PRODUCT CONTAMINATION

WITH RICHMOND FEED DRESSERS & SEPARATORS

RICHMOND FEED DRESSERS scalp off and effectively remove such impurities as strings, tags, sticks, lumps, pieces of paper, and other impurities.

Efficient results are obtained because these rugged machines are designed for maximum performance in minimum space. They require only 9 square feet of floor space and handle up to 24 tons per hour of mash, dairy or poultry feed. Ideally suited for replacing bulky reels, these feed dressers can be installed either before or after mixers. Regardless of location, however, you get practical, economical help in improving the quality and texture of your feeds and obtain a product completely free of all contaminating foreign matter.

For other processing problems use:

Richmond Perma-flux Magnets
to eliminate tramp iron. Available in widths from 4" to 90" for use in chute, conveyor, feed table and other installations.

W&T Merchen Feeders
to automatically blend your feed formulas by weight effectively and economically.

Richmond Cracked Corn Graders and Separators, which grade, clean, mildly scour, polish and aspirate cracked corn, are especially designed to retain all the many advantages of the Gyro-Whip Design—

LOW POWER . . . . . less than 1 hp in the average case.
COMPACT . . . . . you need floor space measuring only seven by three feet.
HIGH CAPACITY . . . up to 16,000 pounds per hour.

Write today for details on how this equipment can help solve your particular feed handling problems.

RICHMOND MANUFACTURING COMPANY
LOCKPORT NEW YORK

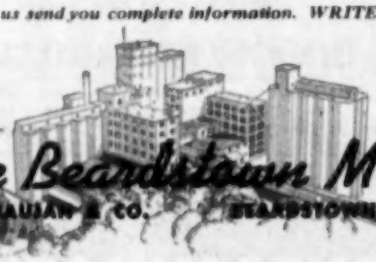
R-13

for RESULTS... USE THE RIGHT LURE

Hundreds of Mid-western feed dealers have found that more profits are never a matter of luck under the CRITIC franchise.

The CRITIC feed selling plan really works. It's based on high product quality and fair pricing to attract and hold your customers. Prompt deliveries from Ultra-Modern mill, personalized dealer service, progressive consumer advertising, dealer tie-ins and business integrity work steadily as profit-builders for you.

Let us send you complete information. WRITE . . .



"The Beardstown Mills"

SCHULTZ, SAUSAN & CO. BEARDSTOWN, ILLINOIS

the feeding of supplements will generally bring the animals back to a reasonable degree of health. When a herd of breeding cows starts to drop weak calves, the remainder of the herd should immediately be supplemented, and many calves can be saved. Blood analysis is the most reliable method for determining the nutritional state of stock with respect to vitamin A, but for routine use on range stock it is usually impractical. The best procedure is for the individual stockman to consider the conditions under which his herds have been fed for the past several months, to consider the age of his animals, and, of course, whether they are pregnant, and then if there is any possibility of a deficiency to supplement them.

The choice of supplements should be determined by the cost per unit of vitamin A or carotene supplied. The use of hay is generally the most satisfactory method for insuring adequate dietary carotene. One pound of No. 1, 3 lb. No. 2, or 6 lb. No. 3 alfalfa hay should maintain a pregnant cow. Full feeding on No. 1 grass hay is also sufficient, but trouble can be expected if the stockman is attempting to maintain his herds on dry range or on poor quality hay for long periods. It must be remembered that the carotene and vitamin A in most feeds and supplements are quite unstable, and that until recently, it has been quite impossible for a feed manufacturer to guarantee a particular vitamin A level in his product when it has been stored for more than a few weeks. Apparently preservatives have now been developed to the point where such guarantees can be made.

Range pellets fortified with fish liver oils and stabilized against destruction of vitamin A are on the market. The use of dehydrated alfalfa is highly recommended because though it is only moderately stable and a great deal of carotene is lost on prolonged standing, the initial level is so high that even year-old samples will still contain an abundance of carotene. With new dehydrated alfalfa meal, one third of a pound per day will maintain a pregnant cow, but after the meal is a year old she will require 2 lb. For emergency use there are available high potency vitamin A concentrates in capsule form.

The amount of supplement to feed should not be pared too closely to the minimum requirements because the vitamin content may be much lower than supposed due to destruction on storage. The National Research Council recommends about three times the minimum requirements so that some storage can take place. Overdosage with carotene and vitamin A is not harmful, so adequate supplementation with the less expensive forms of either of these is advisable.

MILK OUTPUT CUT

Foot and mouth disease has recently lowered milk production 50% in important dairy regions of Venezuela, South America.

ONE CALL BUYS ALL!

Phone today! Precious time and money are saved by ordering your feed all at once. Call our feed specialists for all your millfeeds, protein meals, clear flours, beet pulp, and specialty items. Our organization boasts 38 years of friendly, efficient service. Phone for market quotations today. One call buys all!

I. S. JOSEPH CO., INC.
Flour Exchange Bldg.
Minneapolis, Minnesota
Lincoln 8431

When you need . . .

Cane Feed
MOLASSES

telegraph, telephone or write our nearest office for prices.

The PACIFIC MOLASSES COMPANY, LTD.

NEW YORK 120 Wall St. (Zone 5) — SAN FRANCISCO 215 Market St. (Zone 5)
NEW ORLEANS 309 Delta Building (Zone 12)

All of these steps lead to

SIMMONDS & SIMMONDS, Inc.
Advertising Agency

Publishers of
HOW TO SELL FEED TODAY
FEED SELLING TIPS
KNOW THE ANSWER QUIZ
FEED FLASHES & FORECASTS
TESTED FEED IDEAS

CREATORS of Feed Promotion and Advertising Programs for Feed Mills of all sizes in all parts of the United States.

Let us PLAN YOUR PROGRAM for Stepping Up FEED SALES!

Write today for complete information on how YOUR ADVERTISING can be made MORE PRODUCTIVE at LESS COST through the services and facilities of

SIMMONDS & SIMMONDS, INC., 201 N. Wells St. Chicago 6, Ill.

MISTER, YOU JUST THINK YOU CAN'T AFFORD A TRAINED CUSTOMER SERVICEMAN

YOURS NEED NOT COST YOU ONE RED CENT

★ **Would you believe it? Ultra-Life has a plan for training one of your men and paying his tuition, expenses and salary both while in training and after he returns to work for you!**

★ **Ultra-Way Poultry Service is based on the world-famous Ultra-Way Internal Culling.**

★ **Ultra-Life Livestock Service is based on exclusive training in detecting and correcting nutritional deficiencies.**

An Ultra-Life trained serviceman gives you something exclusive to offer your customers and prospects; something that will help free you from the annoyance of price-competition; something that has already proved one of the most powerful new-business-getters in the history of the feed business. And this can be yours, without cost.

SOMETHING FOR NOTHING? No, not at all. We can afford to pay for customer service in your territory because we know it is a workable way to get new business. When your tonnage goes up, you use more of our products, and even though our profit per bag may be small, the increased volume takes care of the extra expense, and this is true, even though one bag of Ultra-Life is enough for many, many bags of finished feed. And another thing: Ultra-Way Poultry Technicians can earn a good proportion of their salaries through their culling charges.

INTERNATIONALLY FAMED SCHOOLS. Customer service work for you and other feed manufacturers is a serious business with us. Our schools for servicemen are exclusive; as far as we know, there are no other schools anywhere which give the same thorough training.

Our Livestock Training is also exclusive and extremely valuable, both to you as a feed manufacturer, and to us, as exclusive owners of the techniques and methods which our faculty has developed.

PRESENT ACHIEVEMENTS

Ultra-Life trained customer servicemen will probably help sell in 1950 over 12,000 carloads of finished feed; internally cull over 3,000,000 birds; service over 10,000 dairy herds.

These are big figures; they illustrate what Ultra-Life customer service is already doing to increase the business of Ultra-Lifed feed manufacturers.

A LIMITED TIME ONLY

Don't put off finding out about our plan by which we pay for service work in your territory. Territories are rapidly being assigned; your own territory may be open today and gone tomorrow.

To get the story of Ultra-Life customer service will cost you nothing; it may well be a turning point in your climb toward business success and financial independence.

MAIL COUPON NOW

ULTRA-LIFE LABORATORIES, INC., East St. Louis, Ill.

Yes, we'd like to learn more about how we can use customer service work to increase our business. ☐

Please tell what we must do to enter a man in your Ultra-Way School of Internal Culling. ☐

Send details on your Livestock School for training customer servicemen. ☐

NAME OF MILL.....

ADDRESS.....

PS 7-51

Ultra Life Laboratories, Inc.

Main Office and Plant East St. Louis, Illinois

Sales-Stimulating Techniques Outlined at Illinois Meeting

PEORIA, ILL.—The use of live feeding displays, varied advertising, showmanship and credit in stimulating sales of feed were among the practices outlined at the annual convention of the Illinois Feed Assn. in Peoria Aug. 20-22.

By raising pullets on display in his hatchery, sales of growing mash were increased four times from 1942 to 1949, Lowell Mitchell of Hoopeston, Ill., reported. A live rabbit display boosted sales of rabbit food 75% in one month, he said, and various other live displays had a similar effect on sales.

"It is much easier, when talking calf or steer feed to a customer, to walk back to a calf pen and show him the living results of the feeding program," he said, cautioning that the calf should not be "too fancy" at the start or customers will remark that "anybody could get good results with such a fine calf."

As soon as a radio station came to Galesburg 12 years ago, D. D. DeForest started going on the air in person every noon with a message for the DeForest Feed and Seed Co., he told the convention. This is part of DeForest's three-way advertising program which also includes small but oft-repeated newspaper ads with heavy borders. His third phase of advertising is direct mail, using post cards addressed to 3,200 boxholders.

Showmanship Effective

Showmanship can be effective in selling feed but it must be tempered with the awareness that "for every dollar you make for yourself you put $10 in somebody else's pocket," said Marwood Hendricks of the Hercher (Ill.) Hatcheries. Showmanship will get the customer's attention but then the dealer must keep in mind that he is supposed to help the customer make a profit, Mr. Hendricks said.

Many feed dealers use credit as a sort of "lose leader" to get customers to buy, said Ernest T. Baughman, Federal Reserve Bank agricultural specialist from Chicago, in a talk on functions and costs of credit. Right now there is $173,000,000 in farm loans outstanding from Illinois banks, of which $119,000,000 is in non-real estate loans, he reported. A considerable but smaller amount is extended by merchants.

Citing a Vermont survey in which dealers averaged $16,000 outstanding in credit but said they would rather not be in the credit business, Mr. Baughman said the net cost to the dealer of such credit averaged $2,300 a year. Dealers ought to recognize the costs involved in extending credit and then base their decision in the matter on their own views and resources, Mr. Baughman concluded.

Officers Elected

The election of 1950-51 officers found Elmus Kent, Kent Feed Store, Galatia, being named president of the Illinois association. James Moore, Dixie Mills Co., Mt. Vernon, was elected vice president. Oscar Hoerr, Hoerr Feed & Supply, Peoria, continues as treasurer, and Dean M. Clark, Grain & Feed Journal, Chicago, continues as secretary.

Newly elected directors are Mr. Moore and Lee Roy Jackson, Jacksonville. Other directors are George Crofton, Lanark (Ill.) Feed Mills; E. F. Dickey, Honeggers' & Co., Fairbury; Mr. Hoerr; Mr. Kent; E. P. Kraft, Kraft Feed Co., Hebron; A. J. McLoughlin, Arcady Farms Milling Co., Chicago, and Richard Meissner, Meissner Brothers, Breese.

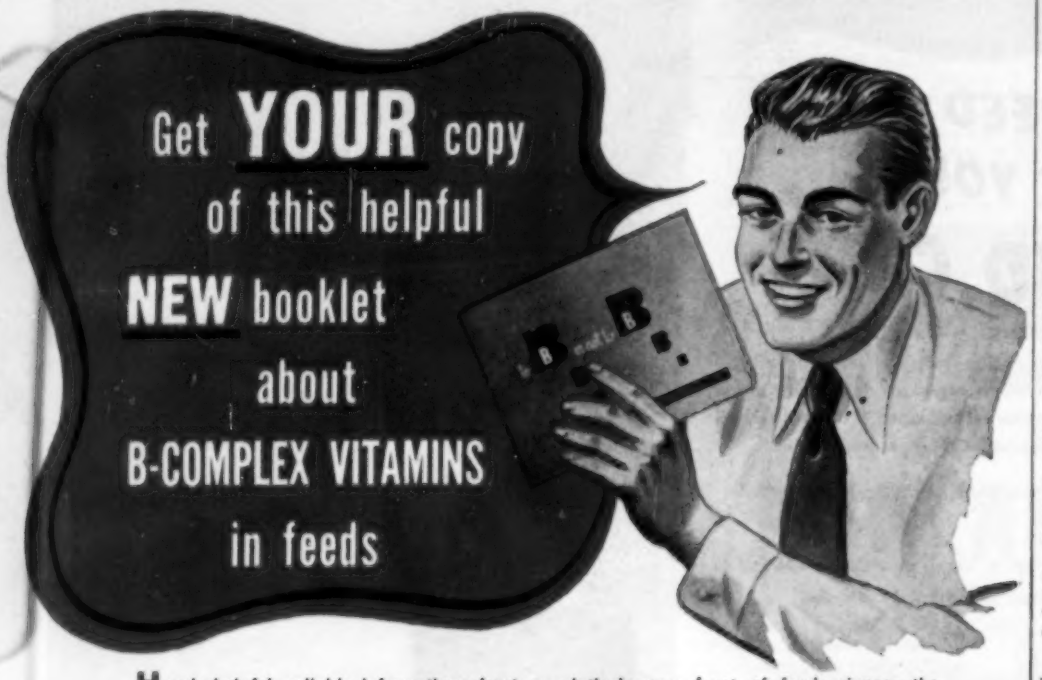
In a talk on egg marketing, J. H. Harris of the Illinois Department of Agriculture in Springfield recommended that legislation on egg standards be passed in Illinois and that uniform standards throughout the year be adopted. "Grade A" now means just what each dealer decides it means, he said.

The feed industry was complimented for its ability to put "today's research in tomorrow's feed bag," by Walter C. Berger, president of the American Feed Manufacturers Assn., Chicago, who said research yields quicker returns in feed than in other major industries.

He predicted a 25% mobilization for a number of years as a result of the Korean situation but said the world's feed supplies are in excellent condition.

"We are producing poultry, meat

MILWAUKEE FEED & GRAIN CO.
FEED MERCHANTS
WE SPECIALIZE IN
BREWERS GRAINS and MALT SPROUTS
Phone Broadway 2-6289 — Teletype MI-167
741 N. Milwaukee St. — Milwaukee 2, Wis.



Here's helpful, reliable information about a relatively new facet of feed science—the B-Complex Vitamins. NOPCO's new booklet—"To B or not to B"—explains why B-Vitamins are vital for good feed performance, helps you calculate your own B-Vitamin needs, and points the way to lower production costs with a NOPCO B-Vitamin pre-mix made exactly to your specifications.

Write for your personal copy of "To B or not to B" without delay. Get fully posted, promptly and without obligation, on these vital B-Vitamin facts. And—once you are posted—then rely on NOPCO for whatever B-Vitamin products you decide to buy.

NOPCO offers full B-Vitamin Service

B-Vitamins need not complicate your mixing operations. You can buy *all* the B-Vitamins you need for *any* feed, in *one* tailor-made NOPCO B-Vitamin pre-mix. And, if you want to include Vitamin D or even Vitamin A in this *same* NOPCO pre-mix, you can obtain exclusive, NOPCO-stabilized A and D products guaranteed to maintain their feeding value even in combination with B-Vitamins.

Rely on NOPCO for these inexpensive B-Vitamin Products

NOPCO-B—Riboflavin Pre-Mix
Riboflavin U. S. P.—NOPCO
Calcium Pantothenate Dextrorotatory—NOPCO
dl-Calcium Pantothenate—NOPCO
Niacin U. S. P.—NOPCO
Choline Chloride—NOPCO (25% active dry mix)
Choline Chloride—NOPCO (70% active water Solution)

FREE! "TO B OR NOT TO B"

NOPCO CHEMICAL COMPANY
Harrison, N. J.

Gentlemen:

Yes—I'd like some answers to my questions about B-Vitamins. Please send me, FREE, your new booklet "To B or not to B".

NAME.....
ADDRESS.....
CITY..... ZONE..... STATE.....
FIRM.....

Pioneers for Over a Quarter Century In Continuous Development of
VITAMINS A & D IN OIL — DRY VITAMINS A & D — STABLE VITAMINS A & D — B-VITAMIN SUPPLEMENTS

NOPCO CHEMICAL COMPANY
HARRISON, NEW JERSEY • RICHMOND, CALIFORNIA

Copyright 1950 Nopco Chemical Company

NOPCO PRODUCTS
Dealers in Minnesota, North Dakota and Western Wisconsin
Write for Prices and Information to
MANEY BROTHERS MILL & ELEVATOR COMPANY
MINNEAPOLIS Distributors MINNESOTA

CARROT OIL AND OTHER VITAMIN PRODUCTS for the FEED MANUFACTURER
Feed manufacturers will find increased demand for their brand when the proper vitamins and concentrates are used. Besides carrot oil Vitamin A, Nutritional Research Associates produce a wide variety of concentrates.

Send Today for Free 16-Page Booklet on Carrot Oil Vitamins

Completely details function and uses of this great conditioner and describes 16 NRA feed concentrates offered. Every feed manufacturer should have a copy.

NUTRITIONAL RESEARCH ASSOCIATES, INC.
P. O. Box B — South Whitley, Indiana

Ray Ewing PRODUCTS
Distributed in Southern Missouri, Arkansas, Oklahoma and Texas *by*
The Tommy Thompson Co.
3412 Hill Top Road
FORT WORTH, TEXAS
Telephone: Webster 6000
QUALITY GOES IN BEFORE THE NAME GOES ON

STAR SALESMEN

Your selling job is half finished when your product reaches the dealer's store. It must move on to the consumer to complete the sale. That's where your bag container puts in its best sales licks for you.

Sturdy construction that protects the contents . . . attractive brand design that has eye-appeal and convincing sales punch make your package a winner on the home-stretch to sales.

When your sales are lagging at the half-way mark . . . take a good look at your package. Is it doing all that it might be made to do in pushing the old sales curve up?

Fulton will be glad to help you in perfecting a bag that will carry its full share of your sales load . . . call us. There's a Fulton branch near you.

FULTON'S FAMOUS MULTIWALLS to your own specifications, all types — sewn open mouth, sewn valve, sewn valve with l.c. sleeve, sewn valve with tuck-in sleeve . . . Fulton makes your style multiwall.

Fulton BAG & COTTON MILLS

- ATLANTA
- ST. LOUIS
- DALLAS
- KANSAS CITY, KANS.
- DENVER
- MINNEAPOLIS
- NEW ORLEANS
- LOS ANGELES
- NEW YORK, 404 BROADWAY

and eggs at a high level so I cannot see any reason why we should need controls and allocation in the feed industry for at least a year," he said. "I don't find anybody in Washington who wants to put on controls. Unless something is done about the individual's purchasing power, I would not want to have to try to put on controls and make them work; if they will do that, I doubt if they need controls."

The only two feed ingredients which are in shorter supply than a year ago are molasses and phosphorus, and neither of these decreases in supply was caused by the Korean crisis, Mr. Berger said.

Outlining developments in poultry nutrition, Dr. H. M. Scott of the animal science department of the University of Illinois told of experiments with animal protein factor supplements and antibiotics added to different basal rations. With a basal unsupplemented ration that makes chicks grow to 408 grams at four weeks, the increase brought about by APF was to 437 grams, while with a basal ration that produces 339-gram chicks at four weeks, APF brought this figure up to 415 in one lot. Varying results from different samples of APF indicate, he said, that feeders must give thought to the quality of their supplement.

Dr. Scott said experiments are also being conducted to learn more about the recently publicized growth-depressive effects of alfalfa meal. No toxic effect has been found, he said. Other tests explained were on the effects of heating soybean oil meal, the effect of dehulled soy oil meal and the size of chickens' digestive tracts with different diets.

Replacing other roughages with corncobs was described by Dr. W. M. Beeson of the department of animal husbandry at Purdue University. Corncobs lack protein so this must be provided in a supplement, he said, but a third of the protein can be replaced with urea.

Byron Lopp, sales and human relations authority from Denver, gave an energetic description of sales approaches for four basic types of customers during the annual banquet and then carried out his theme of the four types during the well-attended "Eye Opener" breakfast and clinic the next morning. In answering questions from members at the clinic, he told how to deal with such difficult folks as the "cob-roller," who rolls a corncob underfoot but doesn't say a word, the type who says yes to all your arguments but just doesn't want to buy right now, the type who doesn't want to adopt new feeding methods or other advances and the type who is openly hostile.

"We miss the boat 50% of the time when we meet a person socially or in business," he stressed, "because we fail to tune in on the other person by catching his speed, tone and volume of speech and adjusting our own talking to it."

Mr. Lopp had pertinent remarks about types of employees and salesmen as well as types of customers. There is the "T to T" salesman, for instance, who only wants to work from Tuesday to Thursday, he said, and there are the employees who think the company makes 80% profit on all its sales.

"We're a bunch of spoiled brats," he opined. "Waste and breakage are the heaviest in history. Our weakest point is the human element. We may have 15 speakers at a meeting but only one will talk about salesmanship.

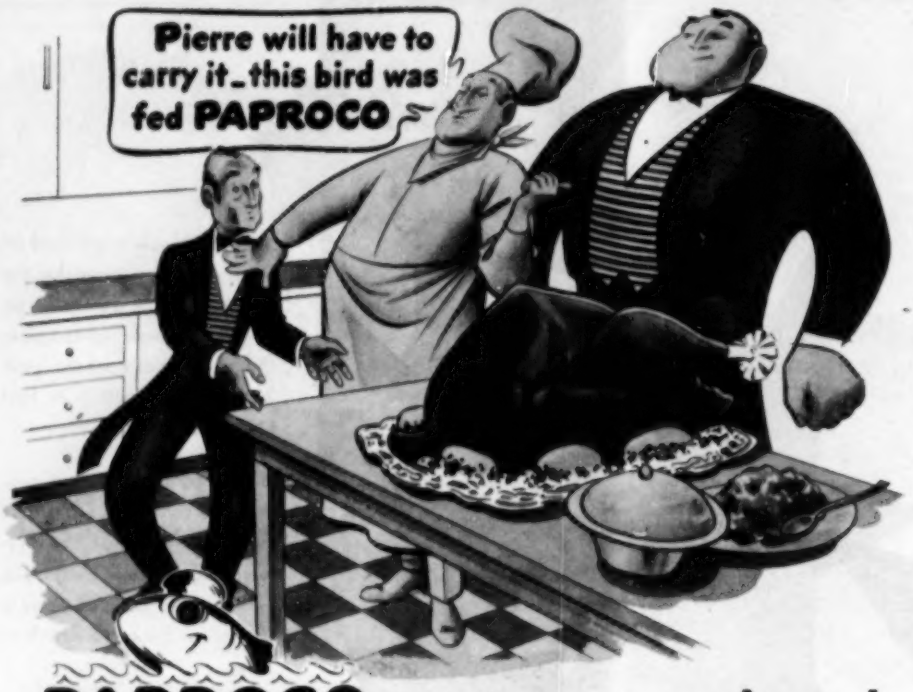
"Get your house in order. Modernize your store and doll it up. Everyone in this room has made more money in the last five years than ever in his life, but we just happened to be there when the gravy train went by. Now it's gone."

PACAL HAMMERS LAST LONGER

Made to specification from special alloy steel, Pacal Hammers last longer. And because of the concave cutting edge formed, do a more thorough job of mill grinding. No finer hammers are made. Write for prices.

PAPER-CALMENSON AND CO.
St. Paul 8, Minnesota

Pat. Pend.



PAPROCO west coast condensed FISH SOLUBLES

APF....and lots more, too!

Nutritionally-balanced feeds help produce prime finished turkeys. Successful turkey men have found that feeds fortified with Paproco west coast condensed fish solubles provide the essentials for economical turkey production. There are many reasons why Paproco-enriched feeds have proved their worth by actual performance. Paproco is the rich, natural source of the APF complex including Vitamin B-12 and the entire B-complex vitamin group, amino acids from fish proteins, and essential trace minerals. Combined with local ingredients, it adds a potent "punch" that speeds birds to market. Paproco west coast condensed fish solubles has done the job for others. Specify it in your feeds...then notice the difference!

for an assured year 'round supply in a convenient, easy-to-use form SPECIFY...

Sea-Maid
60-40 MIX

Composed of 40% PAPROCO highest quality West Coast condensed fish solubles and 60% top quality alfalfa leaf and dehydrated meal – measured and blended by a special process that insures outstanding results! Packed in 100-lb bags.

JAMES H. SELEY & CO.
704 S. SPRING ST., LOS ANGELES 14, CALIF.
TELEPHONE MUTUAL 1371

*MADE BY THE LASSEN PROCESS. PAPROCO IS A PRODUCT OF PACIFIC PROCESSING CO., WORLD'S LARGEST PRODUCER OF FISH SOLUBLES. WRITE FOR DESCRIPTIVE BOOKLET.

VITAMIN D_2 and D_3

All forms for convenient addition to your formulas

BASIC PRODUCERS—
CHARLES BOWMAN & COMPANY
BOWMAN PRODUCTS
150 East 42nd St., New York 17, N. Y.
110 North Franklin St., Chicago 6, Ill.

REPRESENTATIVES—
Graulons, Inc., Roslinn, Mass.
Midland Wastes, Inc., Tuesay Bldg., Madison, Wis.

WISCONSIN ALUMNI RESEARCH FOUNDATION
Approved upon periodic tests

LABORATORY SERVICES

Vitamin assays
Mineral determinations including fluorine and other trace elements of nutritional importance
Proximate analyses
A.O.A.C. Vitamin D_2 chick assays
APF chick assays
Long term chick feeding experiments
Chemical determination of sulfonamides

Write for details

Wisconsin Alumni Research Foundation
P. O. Box 2059 Madison 1, Wis.

July Grain Exports Sharply Lower Than in 1949

WASHINGTON — The Production and Marketing Administration has estimated July, 1950, exports of grains and grain products at approximately 723,000 long tons (28,028,000 bu. grain equivalent), as compared with 1,308,000 long tons (50,948,000 bu. grain equivalent) in July, 1949.

July, 1950, exports of wheat and wheat products totaling 19,038,000 bu. grain equivalent were smaller than in July, 1949, by 11,911,000 bu.

July, 1950, exports of other grains and grain products, totaling 8,990,000 bu. grain equivalent, were less than half the amount exported in the same month of last year. These included exports of 3,320,000 bu. corn and corn products (compared with 9,320,000 bu. in July, 1949) and 5,670,000 bu. oats, barley, sorghums, rye and products (compared with 10,679,000 bu. last July).

The following table shows comparisons for the two periods (000's omitted):

	Wheat, flour & macaroni		Other grain & products	
	tons	bu.	tons	bu.
1949—				
July	839	30,949	479	19,999
1950 (prelim.)—				
July	510	19,038	213	8,990

Following a trend in evidence since the first of the year, the greater part of U.S. grain and grain products exports during July, 1950, went to the Economic Cooperation Administration countries listed here: Approximately 377,000 long tons, or 52%, went to Austria, Belgium, Luxembourg, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Trieste and the U.K.

Exports to Germany and the U.S. Pacific area accounted for 120,000 long tons, approximately 17%, during July, 1950.

During the same month 226,000 long tons, or 31% were exported to India, Spain, the Philippines, Indonesia, Cuba, Mexico, Peru, Venezuela and other countries.

N. D. POULTRY MEETING SLATED FOR JAN. 15-17

FARGO, N. D.—The North Dakota Poultry Industries convention has been set for Jan. 15-17, 1951. The convention will be held at the Elks Club in Fargo.

Communications regarding the event are to be addressed to Lloyd Forsness, secretary of the Poultry Improvement Board, Capitol Building, Bismarck.

Minnie Vita Says: Wise Mixers Choose

Gorton's

Vitamin Oils

Now that mixers are realizing that feeds mixed with Vitamin oils have better finish, better feel—are less dusty—have greater sales appeal—choose the oils that give you the most for your money—Gorton's Vitamin Oils, the oils with the guaranteed potencies—the oils backed by Gorton's "know-how"—Gorton's guarantees.

Write for prices on Vitamin A oils with Vitamin D added in the potencies you desire.

Also Fish Meal and Condensed Fish Solubles

NEW ENGLAND BY-PRODUCTS CORP.

Distributors for Gorton-New Fisheries Company Ltd. By Products Div.

177 MILK STREET BOSTON 9, MASS

TETRAFUME WEEVIL KILLER

DOUGLAS CHEMICAL & SUPPLY CO.
1324 W. 12th St., KANSAS CITY, MO.

Western Burlap Bag Co.

CHICAGO MINNEAPOLIS

For Better Bags — Better Buy Chase

CHASE BAG COMPANY

General Sales Office, 141 W. Jackson Blvd.
Chicago 4, Illinois

Coast-to-Coast Bag Service

Ray Ewing PRODUCTS

Representatives for Minnesota, North and South Dakota, western Wisconsin and northern Iowa

Blomfield-Swanson Brokerage

734 Midland Bank Bldg.
Minneapolis 1, Minn.

QUALITY GOES IN BEFORE THE NAME GOES ON

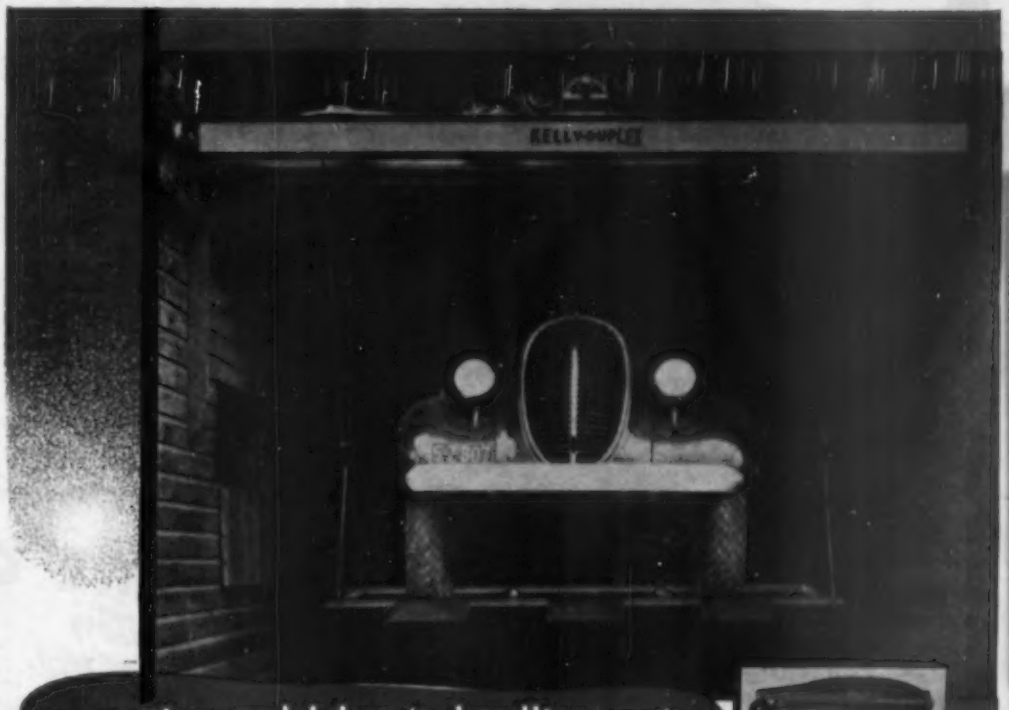
Ask Us to Quote

Vegetable and Animal Proteins
Millfeeds, Alfalfa Meal, Molasses
and other Feed Products

Telephone—GR 6188 Teletype—KC 370

HERRING Sales

BOARD OF TRADE KANSAS CITY, MO.



save time and labor in handling grain

KELLY DUPLEX

ELECTRIC TRUCK HOIST

Corn Cutters and Graders

Vertical Feed

Low in first cost, this hoist handles the heaviest loads with least power consumption, speeds the dumping of grain from trucks or wagons, and lets you make more profit. Drive front wheels on hoist cradle; electric control inclines truck at required angle for desired length of time. Hoist moves on overhead steel track for any number of dump sinks. Built for safety and long life with steel beams, arc welded construction, tough steel cables. Investigate this and other KELLY-DUPLEX items in the complete line of equipment for mills and elevators. Mail the coupon today for complete information.

Pitless Co

Use the coupon today

FREE

The Duplex Mill & Mfg. Co., Springfield, Ohio

Gentlemen: Please send more information on the Electric Truck Hoist. I want to lower my handling and operation costs, so also send data on other KELLY-DUPLEX items checked at the right.

NAME _____

ADDRESS _____

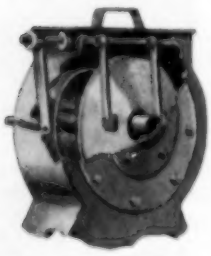
CITY _____ STATE _____

- ☐ Electric Truck Hoist
- ☐ Vertical Feed Mixer
- ☐ Pitless Corn Sheller
- ☐ Corn Cutters and Graders
- ☐ Corn Cob Crusher
- ☐ Corn Sheller with Blower
- ☐ Magnetic Separator
- ☐ Hammermill
- ☐ Corn Crusher
- ☐ Corn Scalper
- ☐ Chain Drag
- ☐ Regular Corn Sheller
- ☐ Burr Mill
- ☐ Bag Cleaner
- ☐ Electric Motors
- ☐ Full Line Booklet

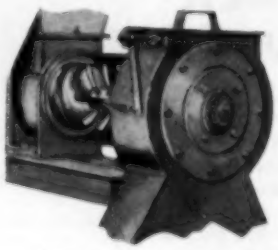
MEMO
TO FEED MILL OWNERS
FAIRFIELD-HAINES
Molasses Mixers
Again Available

Variable speed driven Transfer Elevator provides perfect control of flow of feed to Molasses Mixer.

● Here's good news to Feed Mill operators from coast-to-coast . . . the Fairfield-Haines Molasses Mixers are back again! Known throughout the feed industry for high performances and production records in mixing high quality molasses feeds, the new Fairfield-Haines is designed to give you features that cannot be found in any other molasses mixer today! Here's a "profit-maker" that belongs in your feed mill—write today for literature and complete information.



Feed Discharge Control Gate rubs molasses into the feed—rubs the pellets out—for top quality feed mixes.



Cleaning is a simple and easy job—one half of mixing cylinder wall is quickly removed for fast access to rotor and mixing cylinder bottom.

FAIRFIELD
ENGINEERING COMPANY
326 Chicago Avenue
MARION, OHIO
MANUFACTURERS OF HAINES AND MASTER MIXERS

Write today for your free copy of Bulletin 750 on the Fairfield-Haines Molasses Mixer Line.

Decline Checked; Number of Milk Cows Levels Off

WASHINGTON—The number of milk cows on U. S. farms has leveled off following the sharp decline between 1944 and 1949. This is confirmed by estimates based on the mid-year livestock survey, the Bureau of Agricultural Economics reports.

However, BAE points out, no general upward trend appears to have developed, despite earlier indications of some slight gains and belief in some quarters than an upward trend was again under way.

The number of milk cows on farms in June this year totaled 22.7 million head, the same as in June, 1949. The present number is the smallest for June since 1930, approximatel 7% below the 1939-48 average of 24.4 million and about 12% below the record number of 25.8 million in June, 1944.

The June estimates of numbers of milk cows on farms are based mainly upon analysis of reports from about 125,000 farmers who voluntarily supply information to the U. S. Department of Agriculture in the mid-year livestock survey conducted in cooperation with the Post Office Department's rural mail carriers.

Variation Shown

These reports from different parts of the country showed a considerable variation in trend over the past year. In the Corn Belt, northern Rocky Mountain, and northern Pacific Coast areas, numbers of milk cows were moderately smaller than a year ago—mostly a continuation of the decline that has been in progress for some years. On the other hand, in the South increases were quite general, ranging up to as high as 5% in some states. In the more important northeastern milk states, Michigan, Wisconsin, Missouri and the central Great Plains, milk cow numbers either were unchanged or within 1% of the number last June.

Recently, replacement milk cows have been expensive and prices received for cull cows have been extremely good. In mid-July this year, farmers were getting an average of $199 per head for milk cows, the highest for any month in records dating back to 1910. Canner and cutter cow prices on the Chicago market have been setting new high records in the last several months, averaging $18.07 cwt. in July.

Slaughter of all cows under federal inspection (separate information on milk cows is not available) in the first five months of 1950 was 4% higher than in the corresponding period of 1949 but was 14% below the average for the 1944-48 period, when milk cow numbers were declining rapidly. For the 12-month period ending June this year, dairy product-feed price relationships averaged less favorable than in the preceding year and were close to or below the corresponding 20-year average.

A few individual states registered

POULTRY RAISERS Prefer EASY-TO-USE
DR. SALSBURY'S Wormix
MIXES IN THE FEED
Removes Large Round Worms, Cecal Worms

GRAINS • FEED INGREDIENTS
H. V. NOOTBAAR & CO.

LIME CREST
Laboratory Controlled
TRACE MINERAL PRE-MIXES
an economical and effective means of adding trace minerals to formula feeds.

Manganese
Iron
Iodine
Copper
Cobalt

Standard and Custom-Blended Formulas

Chemical and spectrographic analyses, made by the Lime Crest Research Laboratory, control the quality of all Lime Crest trace mineral pre-mixes. Uniform distribution of the trace minerals in the pre-mixes is assured by the Lime Crest Blending Process. Lime Crest trace mineral pre-mixes are supplied in standard formulas or will be made according to specifications.

LIMESTONE PRODUCTS
CORPORATION OF AMERICA
BOX 27, NEWTON, NEW JERSEY

W. N. Smithback

JOINS VITA PLUS—W. N. Smithback has joined the sales department of the Vita Plus Corp., Madison, Wis., according to an announcement by W. J. Henderson, vice president in charge of sales. Mr. Smithback formerly was manager of the Deerfield (Wis.) Farmers Warehouse. The Vita Plus firm manufactures feed fortifications and agricultural chemicals.

fairly substantial increases in milk cow numbers from June last year, while most declines were moderate in contrast with some sharp declines in other recent years. Montana and Iowa, with a 3% decline, showed the greatest percentage reduction in milk cow numbers. States where numbers were reduced 2% included Connecticut, Indiana, Illinois, Minnesota, Idaho, Wyoming, Colorado and Oregon. In the top-ranking milk producing state of Wisconsin, June milk cow numbers were unchanged from a year earlier at 2,300,000.

All except three states in the south Atlantic and south central groups either held numbers unchanged or reported slight to moderate increases. Alabama and North Carolina, with 5% increases, showed the greatest advance in milk cow numbers. Maryland, Virginia, South Carolina, Tennessee, Mississippi, Louisiana and Texas each reported a 2% increase. In other sections of the country, North Dakota, Utah and California each reported increases of 2%.

A slight decrease in the number of spring heifer calves saved for addition to milking herds was indicated by livestock reporters in June this year. Heifer calves saved per 100 milk cows on hand were about 2% lower than a year ago. With milk cow numbers unchanged, this would mean a slight decrease in actual number of heifer calves saved. The south Atlantic and south central regions showed slight increases, while all other regions showed slight to substantial declines. The north Atlantic region showed the sharpest change with a decrease of 6%.

POULTRY AND FEED MEN TO JOIN IN OHIO MEETING

COLUMBUS, OHIO—All groups interested in Ohio's poultry industry will join in the Ohio Poultry Industries Conference which will be held at the Neil House in Columbus Oct. 3-5.

Cooperating groups are the Ohio Hatchery Assn., Ohio Poultry Improvement Assn., Ohio Turkey Assn., Ohio Poultry Council, Ohio Feed Manufacturers Assn., Federated Egg Cooperatives and the poultry extension department, Ohio State University.

C. L. Hill, Wellington, managing director of the conference announced that H. C. Beery, owner of Beery's Midland Hatcheries, Columbus, and chairman of the executive committee has been named chairman of the 1950 conference. Mr. Hill also is secretary-treasurer of the Ohio Hatchery Assn.

Extensive exhibits of interest to persons connected with the Ohio poultry industry will be held in connection with the convention.

Speakers will include Ohio State University staff members; Dr. James R. Reiley of Whitmoyer Laboratories, Inc., Myerstown, Pa.; Dr. T. C. Byerly of the Bureau of Animal Industry, Washington; G. S. Vickers of the Ohio Poultry Improvement Assn., Columbus; Ralph Crooks of the Poultry Producers Assn., Versailles, Ohio, and other experts.

The three-day convention will close with a banquet Oct. 5.

FULTON BAG SCHOLARSHIP AWARDED KANSAS YOUTH

MANHATTAN, KANSAS—L. Neal Atkinson, Winfield, Kansas, has been selected as the recipient of the 1950 scholarship award posted by Fulton Bag & Cotton Mills, Atlanta, for a student enrolling in the department of milling industry, Kansas State College. The scholarship carries a stipend of $250 a year for four years. Mr. Atkinson was graduated from Winfield high school last spring and had an outstanding record as a high school student. Dr. J. A. Shellenberger, head of the department, said that Mr. Atkinson would enroll in the department next month.

PUSH THE PRODUCTS that protect your customers' "MILK FACTORY"

7 DR. LEGEAR PRODUCTS — NATURALS FOR THE HEALTH OF COWS

DR. LEGEAR'S UDDER OINTMENT
A soothing preparation for the external massage of bruised, caked or chapped udders. Effective for treating sore teats and cuts. 7 oz. pkgs.

DR. LEGEAR'S CALF DEHORNER
Removes horns from baby calves the easy, painless way. Available in ½ oz. Bottles with Applicator.

DR. LEGEAR'S GRUB DUST
May be dusted or sprayed on cattle. Kills grubs, quickly. Approved formula of U. S. D. A. — 10 oz. Sprinkle-top cans.

DR. LEGEAR'S PINK-EYE POWDER
A fine, non-irritating antiseptic powder for the control of Pink-Eye. In 10 Gram Spray Vials.

DR. LEGEAR'S COW PRESCRIPTION
Just the tonic needed by dairy cows before and after calving, when off feed and for helping them grow out strong calves. Supplies tonics for conditioning the digestive tract, copper and iron to prevent secondary anemia and iodine to prevent goiter. Packaged in ¼, 1½, and 4½ lb. Pkgs., 25 lb. Pails, 100 lb. Drums.

DR. LEGEAR'S MASTITIS* TREATMENT
For the safe, effective, economical, and easy treatment of mastitis due to *Streptococcus Agalactiae. 75% to 90% of all infectious mastitis cases can be successfully treated. Just slip a Penicillin "Bougie" into the infected teat canal after milking.

DR. LEGEAR'S CALF VITAMINS
A combination of vitamins A, D and Nicotinic acid to aid in preventing and controlling nutritional scours in young calves. A must for newborn calves—safe—easy to give. Effectively controls scours and allied diseases due to lack of these vitamins. 20 and 100 Capsule Pkgs.

DR. LEGEAR'S Prescriptions for LIVE STOCK—POULTRY—DOGS

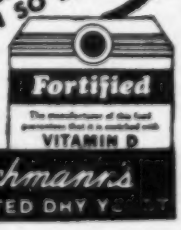
DR. LEGEAR MEDICINE COMPANY • ST. LOUIS 16, MO.

Hilltop Farm FEED COMPANY
Minneapolis 1, Minn.
Chicago Ridge, Ill.

A COMPLETE LINE OF FORMULA FEEDS FOR LIVESTOCK and POULTRY

FEED INGREDIENTS
GRAINS
P. L. THOMSON & CO.
NEW ORLEANS 12, LA.
Since 1916

SO MUCH DEPENDS UPON SO LITTLE



Fleischmann's IRRADIATED DRY YEAST

Get AMAZING GROWTH at LOW COST

WITH FLA-PANA

COMPLETE NATURAL B-COMPLEX FEED COMPLEMENT

NOW in convenient 5-lb. cans VITAL COD LIVER OIL

This naturally finer oil with the sunshine color is both easier and cheaper to use than ordinary feeding oil in drums. Four A and D potencies available.

PHENOMENAL RESULTS WITH GROWERS AND BREEDERS
Fla-Pana is a new, natural aid to faster, more economical growth. With it animal protein feeds can be greatly reduced — your feed dollar buys more. Add Fla-Pana for more profitable broilers, layers, broilers, turkeys, and swine.

HIGH VITAMIN POTENCY — AMINO ACIDS
Fla-Pana contains very high levels of all the natural vitamins of the B-complex group, including APF, plus essential amino acids predigested for easier utilization.

EXCLUSIVE NATURAL PROCESS — NO SYNTHETICS OR BY-PRODUCTS
Fla-Pana is made by hydrolizing liver into its amino acids, then fermenting it with special yeast to produce all B-complex vitamins and other growth factors naturally.

Free Sample of Fla-Pana on request. Ask about our free feed formula service. Write for prices on both Fla-Pana and Vital.

MIDLAND & WESTERN, INC.

Tenney Building, Madison 3, Wis. • 659 S. Concord Street, South St. Paul, Minn. • 200 Norway Street, York, Pa. • 1333 N. W. 12th Street, Portland, Oregon

DEFLUORINATED PHOSPHATE

PRODUCTION POINT
Plant City, Fla.

NEW, IMPROVED QUALITY

We are in excellent position to serve you. Please send us your inquiries.

H.J. BAKER & BRO.

100 YEARS OF SERVICE

271 MADISON AVE. • NEW YORK 16, N. Y.

Established 1850

OFFICES

208 South La Salle St. CHICAGO 4, ILL. | Maryland Trust Bldg. BALTIMORE 2, MD. | Savannah Bank & Trust Co. Bldg. SAVANNAH, GA.

Stovall's Professional Bldg. TAMPA, FLORIDA

Sales Agents for

CORONET PHOSPHATE CO.
NEW YORK

$9 MILLION PROFIT REPORTED BY ADM

Net Worth of Archer-Daniels-Midland Increases to $79 Million—Working Capital at Record High

MINNEAPOLIS—A 4-year, $29 million expansion and modernization program is paying off in increased efficiency and capacity, T. L. Daniels, president of the Archer-Daniels-Midland Co., reports in his anual statement to stockholders.

Net profit for the 12 months ending June 30 was $9,339,934 on sales of $219,060,069, Mr Daniels pointed out. Earnings were $5.71 a share.

This profit figure was less than the $12,041,752 or $7.37 a share reported for the previous fiscal year, but it was 25% higher than the 10-year average.

The drop in sales and profits last year, first in some time that ADM operated without government processing contracts, was attributed by Mr. Daniels to sharp competition in flour and soybean markets, lower prices on flax and fish oils and the late spring which reduced its paint business.

Net worth and working capital of the company are the largest in the firm's history, Mr. Daniels added. Working capital increased by about four million to $45,879,927 and net worth increased by about six million to $79,079,318.

Modernization Pays Off

Continued modernization of plants and equipment deserves much of the credit for the company's successful year, according to Mr. Daniels. Begun in 1946, this program has placed the company in an unusually favorable position in competitive markets, he said.

During the past year a new solvent extraction plant and soybean oil refinery have been opened at Decatur, Ill. This refinery has permitted ADM to enter the edible oil field for the first time.

Two new daylight packing plants have been opened by the Commander-Larabee flour division at North Kansas City and Clinton, Mo. Both are now operating at full capacity.

During the year, ADM's 10,000-sack flour mill at Buffalo, N. Y., was abandoned and sold. The building will no longer be used as a flour mill. Put into operation recently was its 4,000-sack mill at Montgomery, Minn.

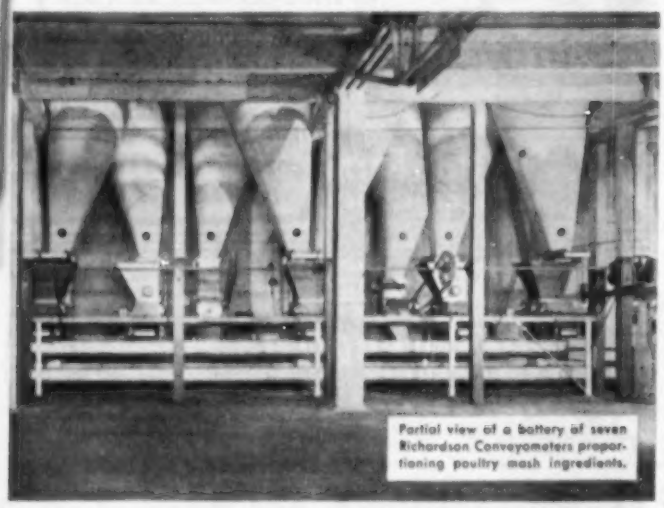
Ellis English, president of the Commander-Larabee Milling Co., and vice president of ADM, pointed out that while the flour milling division of the company was unable to make any substantial contribution to the profit columns during the past year, the trend in the industry is improving.

"We have streamlined our operations and increased efficiency all along the line," Mr. English said. "We expect to contribute substan-

DON'T TAKE CHANCES ON PALATABILITY
BE SURE with . . .

PALATROL

The PALATROL Company
Stockyards Station
Kansas City, Mo.



Partial view of a battery of seven Richardson Conveyometers proportioning poultry mash ingredients.

YOU'RE SURE OF HIGH SPEED, ACCURATE BLENDING *with Richardson Proportioning Systems*

Richardson Conveyometers assure absolutely correct proportioning and formula maintenance at all times. Each batch is automatically weighed and discharged to a collecting conveyor or to a pre-mixing screw conveyor which carries it to final mixing. The entire process is remotely controlled from a master panel. A battery of Richardson Conveyometers gives you more batches per hour from your mixer, less labor per ton of mixing and a uniform product—always. This is only one of many types of Richardson equipment built for blending.

Why not investigate Richardson's Automatic Proportioning Systems? One of our sales engineers is in your territory, ask him to visit *your* plant. He'll help you uncover new methods of cutting handling costs.

RICHARDSON SCALE COMPANY
Clifton, New Jersey
Atlanta • Boston • Buffalo • Chicago • Cincinnati • Houston
Minneapolis • Montreal • New York • Omaha • Philadelphia
San Francisco • Toronto • Wichita

Richardson
MATERIALS HANDLING BY WEIGHT

6350

UP TO $300.00 NET PROFIT IN A 24 HOUR DAY!

It's more than a service item—it's also a money-maker from its first hour of operation. All the time that you're rendering a drying service to your trade, you are piling up profits of $75 . . . $200 . . . even $300 in a single day.

There's a big advantage in putting in a dryer right now. The first elevators in every area are the ones to benefit most—profit-wise, and from customer goodwill. You can have your Arid-Aire delivered, installed and running in two to six weeks. Remember, this dryer arrives completely assembled, ready-to-run!

"HERE'S WHY I BOUGHT ARID-AIRE"

- ★ Exclusive principle
- ★ Completely assembled, ready to run
- ★ Simple installation, easy operation
- ★ Highest-efficiency temperatures
- ★ No scorching, cracking, clogging
- ★ Automatic safety controls
- ★ Extra large capacity
- ★ Self-contained, automatic cooling
- ★ Quick delivery, quick service

WRITE for "What's New in Model C". This factual circular covers the details of the latest model—item by item and point by point. It also tells how Arid-Aire will pay for itself completely in a year's time or less under normal conditions.

ARID-AIRE DRYERS
ARID-AIRE MANUFACTURING CO.
2901 Zarthan Ave. • Minneapolis 16, Minn.

Financial and Operating Data

Year ended June 30—	1950	1949	1948	1947
Net sales	$219,960,069	$277,053,717	$307,926,734	$293,244,531
Net profit	$ 9,339,934	$ 12,045,752	$ 12,348,549	$ 15,672,041
Per cent of sales	4.26	4.35	4.01	5.34
Per share of stock	$ 5.71	$ 7.37	$ 7.55	$ 9.58
Current assets	$ 63,665,635	$ 68,712,596	$ 64,606,527	$ 71,776,983
Current liabilities	17,794,708	19,044,644	23,967,993	32,423,799
Working capital	$ 45,870,927	$ 41,667,946	$ 40,640,534	$ 39,353,184
Ratio of current assets to current liabilities	3.58 to 1	3.19 to 1	2.70 to 1	2.21 to 1
Inventories	$ 29,286,611	$ 26,295,327	$ 44,397,256	$ 33,514,813
Total assets	$ 87,083,767	$ 92,266,869	$ 87,283,783	$ 87,286,847
Net worth	$ 79,979,318	$ 73,008,889	$ 63,419,250	$ 54,746,854
Per share of stock	$ 48.87	$ 44.66	$ 38.79	$ 33.49
Depreciation charged to operations	$ 2,926,346	$ 1,517,815	$ 1,166,937	$ 973,013
Shares of stock outstanding	1,634,748	1,634,748	1,634,748	1,634,748
Number of stockholders	6,540	6,532	6,687	4,198

tially to the profit statement next year."

Mr. Daniels also announced that ADM's new solvent extraction soybean plant at Mankato, Minn., will be completed in time to process this year's crop. A new pilot plant and warehouse are under construction in Minneapolis.

During the year, 27 country elevators in southern Minnesota, South Dakota and Iowa were purchased.

Chemical research, as well as plant modernization, contributed to the company's continued growth, according to the report. Several new products created in ADM laboratories were placed on the market during the past year. Among these were several new vehicles for the paint and varnish industry.

Such products illustrate the trend in the company's operation, Mr. Daniels said. "Only a few years ago our products were sold in raw or a semi-finished form. We are now increasing our sales and profits by marketing these same products in a more refined state."

Biggest handicaps during the past year, according to Mr. Daniels, were the highly competitive situation in the flour industry and the erratic soybean future market.

Grain storage facilities were increased during the past year, giving the company total storage capacity of more than 64 million bushels. The completion of the Mankato soybean plant this fall will add 1,100,000 bu., making a total of well over 65 million bushels.

ADM's expanding formula feed operations have recently been consolidated and reorganized with new headquarters at Mankato, Minn. This is expected to bring about greater economy and efficiency in operations.

D. R. LAMONT NAMED

TORONTO—D. R. Lamont has been appointed general manager of Saskatchewan Pool Elevators, succeeding J. D. Read, who has retired. J. E. McArthur has been appointed assistant manager and C. A. Warren general superintendent.

IMPORTED and DOMESTIC

FISH MEAL

BONE MEAL

LCL or CARLOAD

Woodward & Dickenson Inc.

1400 SOUTH PENN SQUARE PHILADELPHIA 2, PA.

TELETYPE PH109 Phone: LOcust 4-3698

Established 1873

Black Leaf®

MASH-NIC®

Rids Chickens of Large Roundworms

(ASCARIDIA GALLI)

Black Leaf Mash-Nic, added to your ready-mixed starting, growing and laying mashes, rids chickens of roundworms without affecting egg production or growth. It contains no tobacco dust and is odorless, tasteless and shockless to chickens.

The nicotine in Black Leaf Mash-Nic is insoluble in the mouth, throat, crop and gizzard, and is not released until it reaches the intestine where it kills roundworms without disturbing the chickens.

Scientifically developed for mixing with dry mashes, Black Leaf Mash-Nic adheres to the particles of mash without separation or sifting to the bottom of feedhoppers or bags. It is uniform in texture and stabilized to retain its strength.

Black Leaf Mash-Nic is available in two forms:

POWDER, containing 5% actual nicotine, for use in mash for single-shot treatment of chickens. Packed in 100-pound drums for re-manufacturing, and in small cartons for resale.

PELLETS for use in individual treatment of chickens. Packed in small cartons for resale.

"Black Leaf"

Inexpensive and highly effective Black Leaf Mash-Nic in your mash means extra profits for you and your customers. It is safe, sure protection against the ravages of roundworms. Start now to sell deworming mashes made with Black Leaf Mash-Nic. Write for information and prices.

TOBACCO BY-PRODUCTS & CHEMICAL CORPORATION

RICHMOND, VIRGINIA

Reliable, Dependable Pesticides Since 1885

"ALL YOUR NEEDS IN GRAIN AND FEEDS"

SUNSET FEED & GRAIN CO., Inc.

Chamber of Commerce, Buffalo, N. Y. Branch Office: Middletown, N. Y.

FEED JOBBERS

CANE FEEDING MOLASSES

Agents for

Pacific Molasses Co., Ltd.

Albany Baltimore

Buffalo New Orleans

Distributors of

Kellogg's Hominy Feed

Hercules Dried Whey

Hubinger (Keokuk) Corn Gluten Feed

Calf Manna

Stonemo Granite Grit

SUNSET BRAND FEED

(An exclusively milk product)

A rich and uniform source of Lacta Albumin and Minerals

● WRITE US FOR FURTHER INFORMATION ●

VITA-GEE

Live yeast culture—Natural high animal protein factor (B_{12}). Vita-Gee contains Vitamins essential for growth, development and reproduction. Vitamin assay guaranteed. Get details now.

Choice areas open for live distributors

ZELLERS' LABORATORIES READING, PA

☆ Classified Ads ☆

Classified advertisements accepted until Wednesday each week for the issue of the following Saturday. Changes of advertising copy in classified advertisements must be received by closing date of Saturday preceding date of issue.

Rates: 10¢ per word; minimum charge $1. Situations wanted, 5¢ a word; $1 minimum. Count words of signature, whether for direct reply or keyed care this office. If advertisement is keyed, care of this office, 20¢ per insertion additional charged for forwarding replies. Classified advertising rate not available for commercial advertising. Advertisements of new machinery, products and services accepted for insertion at minimum rate of $5.75 per column inch.

MACHINERY FOR SALE

IF YOU ARE INTERESTED IN A NEW or used molasses feed mixer get in touch with us. Wenger Mixer Co., Sabetha, Kansas.

FEED MIXER, 1-TON CAPACITY, GUARanteed first-class throughout. 5 H.P. motor drive. Address 6774, Feedstuffs, Minneapolis 3, Minn.

FOR SALE—TWO LATE MODEL LARGE size California pellet mills. Two Gruendler hammermills. Sabetha Machinery Co., Sabetha, Kansas.

FOR SALE—NO. 4A GOOD, USED 50 H.P. direct connected Anglo-American molasses mixer. One like new large hammermill. One small size Anglo-American molasses mixer. Wenger Mixer Co., Sabetha, Kansas.

FOR SALE—NEARLY NEW ONE DAVIS 9x18 Roller Crumbler Mill with special roller type crumbler feeder, also equipped with roller bearings. Yoder Feed Mill, Inc., Laona, Iowa—Tele: Sharon Center.

FOR SALE—TWO NEW 100 H.P. CENTury Electric Motors, 220-440 volt, 3-phase, 60-cycle, Ball-bearing Motors, 3,500 R.P.M. Union Service Co., 1203 Williamson St., Madison, Wis.

NEW AND USED "JAY BEE" HAMMERmills, Batch Mixers, Molasses Mixers, Magnets, Electric Motors and Mill Supplies. J. B. Sedberry Co., 1031 N. Humphrey Ave., Oak Park, Ill.

WE DESIGN AND BUILD
FEED MILLS • ELEVATORS
and all types of conveying, elevating and processing equipment
WE BUY & SELL NEW & USED MACHINERY & EQUIPMENT
For estimates . . . contact
COMBS & CO.
308 Delaware, Kansas City, Mo.
Home of the "Grain-Ox" Unloading System

FOR SALE
JACOBSON No. 8
Model C Hammermill
PELLET COOLER
PELLET MILL
CRUMBLIZER
ELECTRIC PALLET TRUCK
BAGGING SCALE
Dies & Parts for Master
Model Pellet Mill
Don Friess
BATCHELLER'S, INC. SIOUX FALLS, S.D.

MACHINERY FOR SALE

JAY BEE HAMMERMILLS — NEW AND rebuilt—stationary and portable. Jay Bee of Texas, Dallas, Texas.

FOR SALE—ONE TYPE Q 13-30 ALLIS Chalmers Baking and crimping roll. Wenger Mixer Co., Sabetha, Kansas.

ANDERSON EXPELLERS, FRENCH Screw Presses—all models, "as is" or rebuilt for specific materials. Pittock & Associates, Glen Riddle, Pa.

ONE GOOD USED HAYNES MOLASSES Mixer complete with hopper bin feeder and V-drive for 1,750 R.P.M., 10 to 15 H.P. motor. Wenger Mixer Co., Sabetha, Kansas.

FAIRBANKS - MORSE DIESEL MOTOR, model 36 A, 4¼, 60 H.P.; 1,200 R.P.M.; electric starter and batteries; reconditioned. Address 595, Feedstuffs, Minneapolis 3, Minn.

FOR SALE — FILT-AIRE VACUUM BURlap bag cleaner, 10 H.P. motor. Used only 6 months. Cost $1,250. Will sacrifice for $500, f.o.b. Peoria. Montgomery Brothers, Peoria, Ill.

WHEN YOU ARE IN THE MARKET FOR new or used mill machinery, electric motors or any other equipment, write J. B. Hagan Mill Machinery Co., P.O. Box 574, Jefferson City, Mo.

TWO JACOBSON HAMMERMILLS WITH magnetic feeders—large size, 50 H.P. motors—one new, one like new. Nixon & Co., 901 River Road, Sioux City, Iowa.

FOR SALE—TWO HAUCK OIL BURNERS complete with controls and blower suitable for hay or grain drier, maximum oil consumption 125-gal. per hour, will sell cheap. Portage Valley Milling Co., Bradner, Ohio; Phone 55, Pemberville, Ohio.

REBUILT UNION SPECIAL 14500-H FITted with new suspended assembly, weight counter-balance. New machine stands with floating bag carriers, roller or power conveyors, built to order. Can also supply rebuilt Stingers, Metropolitans and Hoppers. For paper, burlap or cotton. Fast delivery. E. C. Covell, 719 Murdock Rd., Baltimore 12, Md.

FOR SALE
Jacobson No. 6 **Hammermill** direct connected to 100 H.P. G.E. motor. Strong-Scott **Blower Fan** direct connected to 10 H.P. motor. Niagara 19" Permaflux **Magnet.** Darden Peel pneumatic **Car Door Opener.** One large **Car Puller.** Hoffman **Centrifugal Exhauster.** Toledo dial **Scale.** Tonka Mills Co., Box 35, Commerce Station, Minneapolis 15, Minn.

Standard steel elevators, belt and bucket type, available from stock. Ten Heavy Duty sizes, from 300 to 10,000 Bu./Hr., for continuous service and four Light Duty sizes, from 110 to 750 Bu./Hr., for intermittent service. We also manufacture screw conveyors and hoppers. Send your requirements for complete information.
GODSHALK
Sheet Metal Fabricators
BANGOR, PA.

Screens - Hammers - Bearings
NEW and REBUILT MILLS
Write for Prices
INDIANA GRAIN MACHINERY Corp.
Indianapolis, Ind.
430 S. Meridian St. Riley 3895

MACHINERY FOR SALE

WE HAVE PORTABLE GRINDER—USED. Large size Bearcat, powered by V-belt drive. Large Buda engine. Mounted on 1941 Chevrolet, Cab-over-Engine, long wheel base. Truck complete. Desert Gold Turkey Farm, Liberty, Mo., Phone 496.

FOR SALE—AIR BLAST CAR LOADERS; four double stands, 9"x30" Allis-Chalmers ball-bearing, "B" drive, roll feed, roller mills; two 60- to 90-bu. per hour Columbian Feed Governors; one Invincible Giant Feed Packer; two 32"x8" Allis-Chalmers Differential Reels; one No. 3 Forster Bran Duster; one No. 0 Forster Bran Duster; one No. 3 Eureka Immaculator Wheat Scourer; two No. 13 Forster Wheat Scourers; seven No. 2 A Draver Style "J" Feeders; two Nevadelox Feeders, Type N.E. 420, with motors; two No. 0 and two No. 1 Buckley Grinders; one Entoleter, 100-bu. per hour, Type W.F. BG-1-871, Catalog No. 110414; one Kirk Wheat Dampner; eight metal dust collectors; nine Draver, wing type feeders, size No. 50 and No. 84 for master drive; two Union Special Bag Closing Machines, Type 80400 series; two Richardson 100-lb. soft feed scales; two 1-ton Horizontal Batch Mixers. J. B. Hagan Mill Machinery, P.O. Box 574, Jefferson City, Mo.

MACHINERY WANTED

WANTED—TWO SUPER DUO EXPELLERS —May consider Duo or RB for other operation. Address 1594, Feedstuffs, Minneapolis 3, Minn.

WANTED—ONE 70-BAG PER HOUR PELleting Outfit complete, or any part thereof. Please quote condition and price. Blackbelt Elevator & Feed Co., Selma, Ala.

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. B. Hagan, P.O. Box 574, Jefferson City, Mo.

CONVERT YOUR SURPLUS IDLE MACHINERY TO CASH—Send a list to:
McLAUGHLIN, WARD & CO.
Wardcraft Machinery Exchange
400 South 23rd Street
Jackson, Michigan

HELP WANTED

PEAT MOSS IMPORTERS, NAME BRAND, interested distributors or salesmen Gulf area and southern states. Please write, giving full details, references. Address 2064 Feedstuffs, 33 Beaver St., New York 4, N. Y.

TERRITORY SALESMAN FOR LARGE reputable feed manufacturer. Liberal drawing account against commissions. Give complete information about yourself in first letter. Address 1946, Feedstuffs, Minneapolis 3, Minn.

SALES MANAGER—THOROUGH KNOWLedge markets and animal nutrition, for leading chemical manufacturer. $10,000 to $15,000. Send resumé to Mrs. Gainer, Starke Employment Service, 48 East 43rd St., New York City.

FEED SALESMEN WITH EXPERIENCE in Carolinas, Georgia or Florida. Prefer southerner, age 30-35. Replies confidential. Write qualifications and send photograph to D. E. Huntington, Spartan Grain & Mill Co., Drawer 1664, Spartanburg, S. C.

WANTED—EXPERIENCED FEED SALESman by established mid-western feed manufacturer to promote formula feed sales in southern Michigan and northern Indiana. This responsible sales position offers a good opportunity for the right man. Address 2072, Feedstuffs, Minneapolis 3, Minn.

EXPERIENCED FEED COPYWRITER with good poultry and livestock background. Prefer southerner about 30, not likely to be drafted. Replies confidential. Write qualifications and send photograph to D. E. Huntington, Spartan Grain & Mill Co., Drawer 1664, Spartanburg, S. C.

HELP WANTED

NUTRITIONIST FARM ANIMAL—Trained in animal husbandry to take charge of technical service department of large eastern vitamin manufacturer. Duties include preparation of feed formulae and technical sales service. Write details, age, training, experience, salary requirements, etc. Address 2117, Feedstuffs, Minneapolis 3, Minn.

WANTED—SALES MANAGER BY WELLestablished midwestern manufacturer of mineral feeds, protein supplements and other livestock products, sales direct to farm trade. Must be capable of directing and expanding large sales organization in the field. Experience essential. Exceptional opportunity with salary, expenses and bonus basis. Give education, age, experience; reply strictly confidential. Address 2124, Feedstuffs, Minneapolis 3, Minn.

NUTRITIONIST FOR OLD, RELIABLE and expanding feed mill. Must be capable of running routine chemical analyses as well as carrying on biological research with chicks and large animals. Very good permanent opportunity for the right man. Give full details of training and experience and send recent snapshot. State lowest starting salary. Applications treated confidentially. J. T. Gibbons, Inc., P. O. Box 284, New Orleans 9, La.

OLD ESTABLISHED LEADING MANUFACTURER
OF
POULTRY VACCINES SEEKS QUALIFIED DISTRIBUTOR
OR
REPRESENTATIVE ON COMMISSION BASIS
Protected territories open. Nationally advertised, nationally accepted. Acquaintance with hatchery and feed stores essential. Write fully in confidence. Our staff knows of this advertisement. Address 2040, Feedstuffs, 33 Beaver St., New York 4, N. Y.

SALES SUPERVISORS WANTED
$150.00 per week and Expenses Against Override Commission Arrangement
One of our clients has an opening for three high caliber sales supervisors who know feed selling and have good dealer contacts in the following states:
ILLINOIS, INDIANA and OHIO
DAKOTAS and MINNESOTA
Men selected can easily earn $10,000 per year. They will train and supervise 5 to 7 men selling an outstanding feed product for dealers. Excellent future with expanding company. Product already established and proven. All replies in strict confidence. Present supervisors know of this ad. Tell us fully about your background and references. Write Phil W. Tobias, Pres., Simmonds & Simmonds, Inc., 201 N. Wells St., Chicago 6, Ill.

SITUATIONS WANTED

MANAGER OR ASSISTANT — CAPABLE aggressive milling graduate. Experienced all departments flour and feed mills. Address 2083 Feedstuffs, Minneapolis 3, Minn.

WANTED—POSITION AS PACKING AND loading foreman. By man with 15 years' experience, best of references from former employer. Available now. Will go anywhere. E. L. Brown, 7 Left Wing Drive, Baltimore 20, Md.

ELEVATORS FOR SALE

HAVE A NUMBER OF GOOD GOING country elevators for sale in Indiana, Illinois and Ohio. Some will pay for themselves in one year good management. Owned mostly by older men wanting to retire. If you want to buy, see or write us your needs. Availability of most of our plants not publicly known. Most of them on good terms. Mid-West Business Exchange, Plymouth, Ind.

Guaranteed
LOWER GRINDING COSTS
Hammer Life Increased an Average 400%
More Production of Better Quality
HAMMERS, INC.
5100 West 28th St. Phone WH. 2226
Minneapolis 16, Minn.
HAMMERS FOR ALL MILLS FOR ALL JOBS

YOU WANT A BARGAIN
Concrete Elevator and Feed Plant
Large Warehouses 5-railroad point
Grain Producing Area
PHONE — WIRE — WRITE
Sam Ross, Denison, Texas

BUSINESS OPPORTUNITIES

ONE MAN RETAIL FEED BUSINESS—Cash sales first year, 1949, over $40,000. $2,000 plus inventory. Address 2119, Feedstuffs, 23 Beaver St., New York 4, N. Y.

FOR SALE — FEED MILL, LUMBER, Building Supplies, Coal and Fuel Oil yard. Will sell as a whole or part. Eastern Pennsylvania. Address 2125, Feedstuffs, Minneapolis 2, Minn.

FOR SALE — CALIFORNIA, TWO HOURS from San Francisco, manufacturing feed specialty, output sold yearly in advance, nets $40,000. Total price only $125,000, actual value of plant, equipment. Address 1719, Feedstuffs, Minneapolis 2, Minn.

FOR SALE — FORTY-FIVE THOUSAND-bushel capacity elevator, feed and coal business. Located in center of grain belt. CCC approved for storage. On main line railroad. Doing good feed business. Write J. H. Buchanan, Box 194, Quasqueton, Iowa.

FOR SALE IN THE INTER-MOUNTAIN region—Modern all fireproof construction 150-ton a day feed mill completely equipped with two 2-ton mixers, California pellet mill, steam barley roller, 30 H.P. boiler and 75,000-bushel grain storage capacity. Has rapidly expanding business in poultry, turkey and dairy feeds. Address 2096, Feedstuffs, Minneapolis 2, Minn.

We will buy your surplus used cotton or burlap bags in any quantity and in any part of the United States

We have a large supply of processed burlap and cotton feed bags for immediate shipment at reasonable prices.

Printed Bags in Colors

NORTHERN BAG CO.
637-647 Des Moines St.
Des Moines, Iowa

Write, Wire, Phone 2-3874

BUSINESS OPPORTUNITIES

FOR SALE—WAUKESHA 100 H.P. ENgine with small engine starter. Natural gas carburetor. Cost of gas to operate full time, $25.50 monthly. Perfect condition, priced to sell, $1,000. Trader Mills, Ada, Okla.

FOR SALE, LEASE OR PARTNERSHIP going formula feed mill in central Texas. Owner must devote full time to associated business interests. Will sell this mill, lease it or take into partnership young man who can make some investment and competent to manage business. Capacity 15,000 cwt. weekly. Sales tripled in past four years. Located in heart of rapidly growing poultry and dairy section. New mill machinery and delivery equipment, well organized sales force. Can furnish experimental farm facilities. Write Box 1945, Feedstuffs, 613 Board of Trade Bldg., Kansas City 6, Mo.

FOR SALE: FEED AND FARM SUPPLY business—leading farm supply and feed store in 10,100 sq. mile area in Southeastern Arizona. This area is largest cattle producing area in United States. Dairy cattle, poultry and farming in abundance. This store controls the seed, fertilizer and insecticide business in this entire area. Plant is capable of mixing its own brand of feed if found desirable. Business if properly operated is capable of producing $200,000 Gross. Can be operated with owner and 2 employees. Present owner will stay long enough to acquaint new owner with customers. Contact Tom Glenn, Box 160, Douglas, Arizona.

BABY CHICKS FOR SALE

HATCHING YEAR ROUND; 45,000 CHICKS per week; contact us for wholesale prices U.S. approved and pullorum passed. Morris Hatchery, 843 Jackson St., Morris, Ill.

DECLINE IN DISEASE

The U.S. Department of Agriculture reports that both tuberculosis and brucellosis in cattle have declined this year.

Sell SIEBRING...

AMERICA'S MOST PRACTICAL GAS BURNING TANK HEATER

It's here! The new low cost, efficient Siebring Gas Burning Stock Tank Heater is ready for delivery in time for you to cash in on profitable fall sales.

For years livestock raisers throughout the nation have been keeping their stock water tanks ice-free with Siebring Tank Heaters designed for other types of fuel. Now you can offer your customers a tank heater with the convenience of bottled gas.

Easy to install, the Siebring Heater is self-sinking, can be placed directly in the tank. Equipped with a specially designed manual control, this heater requires practically no attention.

Completely automatic and semi-automatic models also available. Separate burners and controls available to sell your Siebring customers who wish to convert to gas.

Be ready for the fall selling season . . . write for prices today!

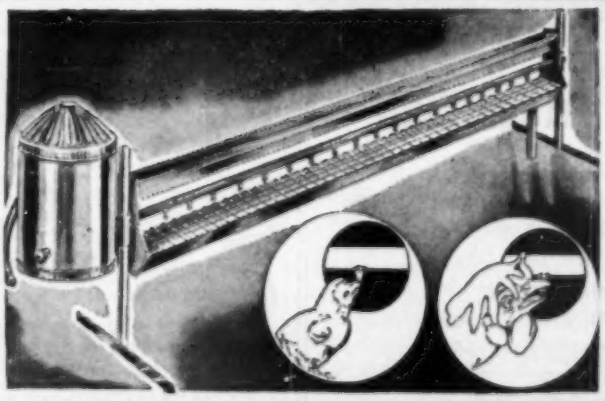
SIEBRING

MANUFACTURING COMPANY
60 Main Street
GEORGE, IOWA

Percy Kent says...

"A good product deserves a quality package."

R. K. PEEK, *President*
PERCY KENT BAG COMPANY, INC.
ESTABLISHED 1883
KANSAS CITY • BUFFALO • NEW YORK



"EVERKLEEN" POULTRY FOUNTAIN
Patent Pending
FRESH—CLEAN WATER

5,376,000 Broilers on Del Mar Va Peninsula and throughout United States drinking from them. Proven its worth by Egg Producers and Egg Laying Contests.

Write for FREE Circular and Price Lists

"Better Living Through Automatic Living"

Broiler Equipment Company
Manufacturers & Distributors
E. Peter Richardson, Manager
Tel: Salisbury 4144 Box "F" Parsonsburg, Maryland

DOUGHBOY PREMIUM PULVERIZED WHITE OATS

are OATS
all OATS
and nothing but OATS!

**Doughboy Premium Pulverized White Oats contain only number 2 oats or better!*

Doughboy INDUSTRIES INC

325 ATTEND OKLAHOMA HATCHERY CONVENTION

OKLAHOMA CITY—Some 325 persons heard college and industry authorities discuss merchandising and technical subjects at the 13th annual Oklahoma Hatchery Convention Aug. 15-17 at the Skirvin Hotel here.

Among the speakers who spoke on selling and merchandising subjects were George W. Hill, R. B. Thompson and L. D. Groom, all of Oklahoma A. & M. College, Stillwater; Mel DeMunn of DeMunn & McGuiness, Inc., Chicago; H. G. Bos of Dr. Salsbury's Laboratories, Charles City, Iowa, and V. B. Lemon of Gland-O-Lac Co., Norman, Okla. Other speakers included Don L. Brooks of Oklahoma A. & M.; Don M. Turnbull of the International Baby Chick Assn., Kansas City; L. M. Jameson of Jameson Hatchery, Watonga, Okla., and F. D. Perry of Ponca City, Okla., president of the Oklahoma Poultry Improvement Assn.

The poultry improvement association sponsored the convention which found a record number of exhibitors.

At the annual meeting of the poultry improvement group, Anthony Floyd, Jr., of Ada was elected president; Carl Davis of Shawnee, vice president, and Mr. Brooks, secretary-treasurer.

New directors named were H. H. Hogan of Muskogee, Homer McGehhe of Sulphur and Wilbur Payn of Oklahoma City.

DENMARK'S OILCAKE REQUIREMENTS CITED

LONDON—Denmark will need to purchase 250,000 tons of oilcake to cover the coming season's needs, according to trade circles in Copenhagen. Last season Denmark used 570,000 tons of oilcake. With a carryover of 75,000 tons and purchases totaling 138,000 tons so far, the remainder will have to be bought within the next few months.

Purchases so far have been made from the Argentine, Bulgaria, France and Italy.

CANADA CARRIES OVER 113,200,000 BU. WHEAT

WINNIPEG—The carryover of Canadian wheat in all positions July 31 this year was 113,200,000 bu., according to figures released by the Dominion Bureau of Statistics. The figure is the largest in four years, and included only 12,400,00 bu., or 11% still remaining in farmers' hands.

The carryover combined with the dominion government's preliminary crop estimate of 544 million bushels for all Canada, makes a total supply of Canadian wheat available in all positions of 657,200,000 bu.

The carryover showed no stocks of Canadian wheat in U.S. position. Last year the carryover was 102,200,000 bu. The largest recorded carryover was seven years ago, when the total reached 630 million bushels.

Carryover stocks of oats on July 31 were placed at 44,300,000 bu.; barley, 20,400,000; rye, 6,600,000, and flaxseed, 4,500,000 bu.

POULTRY EQUIPMENT PURCHASED BY ISRAEL

VINELAND, N. J.—A purchase of poultry equipment for use in the growing poultry industry of Israel was reported here recently by Everett M. Keen, president of the Keen Manufacturing Corp. Included in the negotiations between Keen and the Israel Purchasing Commission, were such items as feeders, brooders and egg graders.

INCREASE POSSIBLE

The U.S. has the resources for a one-third increase in sheep production, and there is a ready demand for the products this increase would provide, according to extension experts at the University of Illinois.

CHOLINE CHLORIDE

Still an Essential in the Best Feeds!

Available the way you want it, from a basic producer!

Specifide, Inc.

"Farmaceuticals for the Feed Trade"

Box 5305, INDIANAPOLIS, IND.

SECURITY'S GREATEST PROMOTION
to build store traffic and tonnage

Brimming cans of milk . . . heaped baskets of eggs . . . tons of pork, chicken and beef—that's the bountiful fall production picture for Security feeders—reaping a harvest in milk, meat and eggs at this season of the year.

Security is telling this great production story to thousands of feeders through all advertising mediums and tying the dealer in through colorful point of sale material.

Everybody wants SECURITY. To tie in with this promotion and others throughout the year write for prices today.

EVERYBODY WANTS SECURITY FEEDS

SECURITY MILLS, Inc.

TAMPA • KNOXVILLE • JACKSONVILLE

SCROGGINS GRAIN CO.

Dealers in

WHOLE and GROUND GRAINS and SCREENINGS

MINNEAPOLIS, MINNESOTA

Perfection DOG FOODS

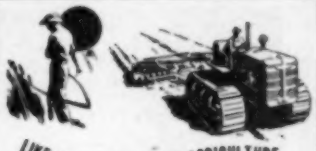
The Perfection Balanced Diet

VITAMINS
MINERALS
PROTEINS
FATS

Time-tested for over [illegible] years. Dealer Franchise available in some localities

Write Box [illegible]

PERFECTION FOODS CO., Battle Creek, Mich.



LIKE THE GROWTH OF AGRICULTURE

Amburgo

SUPERTRATE

has ADVANCED!

Yes, like the NATURAL growth of AGRICULTURE, SUPERTRATE has advanced not only itself in efficiency and power, but is helping the farmer raise better poultry, turkeys and livestock due to the concentrated A. P. F. and B12 factors that are derived from NATURAL sources by the Amburgo Company in each 50 lb. bag of SUPERTRATE.

Each 50 lb. bag contains 40 lbs. of Monterey Condensed Sardine Fish Solubles (dehydrated-dried).

REMEMBER . . . SUPERTRATE contains the highest concentrated sources of B Complex.

THE *Amburgo* COMPANY
1315-17 WALNUT STREET
PHILADELPHIA 7 PENNSYLVANIA

Controls

(Continued from page 1)

clusion of commodity exchanges from margin control powers asked by the administration.

- Cut out from the bill was a provision which would have required that, when and if ceiling prices were imposed, slaughterers of live animals be granted profit margins on all species of animal slaughtered.
- On milk prices where marketing agreements are not in effect, the measure requires that ceiling prices shall be not less than parity or not less than the prevailing price relationship of a nonmarketing area to marketing agreement areas. However, if feed prices get out of relationship to established fluid milk ceiling prices, the government is required to adjust ceilings to feed price levels.
- Controls over credit have been limited to those on installment purchases and on new real estate construction.
- The legislation requires the President to establish a new agency to administer price, wage and ration controls.

Early Use Not Expected

While the legislation grants standby price, wage and ration control authority, there is little possibility that these powers will be used for some time or until the government can establish the administrative machinery. On foods there is currently little need for price controls or consumer rationing. However, on some offshore commodities like sugar, cocoa and coffee—which the government can control through import bottlenecks—it is possible that allocation powers may be immediately invoked. And if prices tend to get out of line, inventory controls, consumer rationing and price controls could be imposed promptly.

In a message to the conference committee last week, Charles F. Brannan, secretary of agriculture, stated that only tin, rubber and copper had risen out of line since June 24. This indicated for the first time that the administration might contemplate a price control move in the direction of these materials.

Except for the requirement on agricultural price ceilings, the bill as passed by Congress differs from the Emergency Price Control Act of 1942, which gave the Secretary of Agriculture a veto over price ceilings established by a price control agency. That act also gave the Secretary of Agriculture the sole authority over imposition of rationing. While the new legislation is not so specific, it is seen that the President, under his discretionary allocation power, can delegate veto power over rationing decisions to the Secretary of Agriculture.

Secretary Brannan, in his letter to the conference committee last week, saw no immediate need for price or ration controls over foods and asserted that the answer to price and ration controls was abundant production.

Allocation Powers

The conference committee removed from the bill a provision which would have required the President to place all allocation power in the Secretary of Commerce. That provision, it was seen, would have given the Commerce Department control over allocations of agricultural commodities. The bill as passed permits the President to delegate allocation controls to appropriate agencies—which means that power over industrial goods will go to the Department of Commerce and power over agricultural commodities to the U.S. Department of Agriculture.

After Congress passed the bill as reported by the conference, it went to the White House, where approval was certain. Issuance of allocation directives is expected shortly as the Department of Commerce is believed geared to move promptly. These directives are likely to cover tin, rubber and copper and possibly sugar, cocoa and coffee. Directions covering the foods, however, would issue from USDA once the powers have been delegated.

As war orders make their impact felt on industry, mere allocations and priority controls may not be adequate to meet the situation, and more complicated controls over distribution may be necessary. The experience of the War Production Board was that allocations and priority orders and conservation orders were ineffective without price controls at the same time. Such extension of controls is likely as the tempo of military armament increases.

On the food front, there is still a big spread between the prices of most agricultural commodities and the legal ceiling levels. As USDA holds large supplies of the basic commodities, particularly corn, there may be some danger that the psychological effect of the grant of these powers will be to push prices of these commodities to the legal ceiling.

For commodity futures markets, the effect of the legislation is difficult to predict. It may be estimated that ceiling prices will be applied some time after the fall elections. If this feeling took hold of commodity markets, there might be a distortion which would push the distant futures above the nearby futures prices.

Domestically, the government sales price on surplus agricultural commodities acquired under price support programs is the support level, plus 5%, plus reasonable carrying charges. This sales price is substantially over the current market and above the legal ceiling price as set by the legislation. The bill as approved by Congress, however, exempts the government from all provisions.

Chicks Placed in Principal Broiler Areas

(In thousands)

Week ending	East'n Conn.	Del-Mar-Va.	Va. Shen. Valley	N.C. Chatham-Wilkes	North Georgia	N.W. Ark.	Texas	Totals 1950	Totals 1949
June 3	283	2,833	830	483	1,861	784	691	6,964	6,824
June 10	242	2,681	690	446	1,329	738	720	7,156	6,490
June 17	217	2,860	667	453	1,361	703	707	7,169	6,316
June 24	238	2,136	661	427	1,378	698	677	7,203	6,950
July 1	262	2,081	693	490	1,383	633	649	7,320	6,764
July 8	229	2,111	719	450	1,427	757	688	7,380	6,361
July 15	235	2,130	640	458	1,355	671	650	7,171	6,930
July 22	167	2,120	660	444	1,317	647	636	6,991	6,391
July 29	180	2,265	624	392	1,330	627	610	7,065	6,413
Aug. 5	164	2,146	645	407	1,340	695	621	6,960	6,465
Aug. 12	183	2,246	645	449	1,300	649	681	7,053	6,640
Aug. 19	284	2,154	642	370	1,267	760	636	7,122	6,891
Aug. 26	294	2,051	647	420	1,244	719	621	7,026	6,549

The above summary is compiled by the Crop Reporting Service of the U.S. Department of Agriculture at Little Rock, Ark.

THE FEED MARKETS

★ ★ ★ ★ ★

Demand — Supply — Trends — Prices

Quotations on feed ingredients shown in these and adjoining columns are wholesale prices, per ton, bagged, for prompt delivery, unless otherwise noted. They are the latest quotations available by mail from Feedstuffs correspondents, but are not necessarily those in effect on date of publication. The prices represent fair average trading values and do not necessarily represent extreme low or high levels at which individual sales might have occurred. A descriptive summary of supply and demand factors prevalent in the feed market appears on page 2.

ALFALFA MEAL

Milwaukee: Demand and supply fair; western dehydrated, 17% $13@14, with 100,000 A guarantee; 26% $14@18, with 150,000 A guarantee; western suncured, 13% $45, 15% $47.

Seattle: Demand slow; supply ample; 15% fine ground suncured $44 ton, carlots; 17% protein and 100,000 A units dehydrated $55 ton, carlots.

Indianapolis: Demand good; trend steady to lower; supply ample; western suncured meal, 13% $51; dehydrated, 17% $62.

Portland: Demand slow; trend lower; supply ample; dehydrated $44, f.o.b. California; suncured $33, f.o.b. Idaho.

Boston: Demand fair; supply light; dehydrated, 17% $62.80, suncured, 13% $56.60.

Kansas City: Demand only fair; offerings fair to slow; market mostly steady but rather thin; more wet weather in the nearby production regions; 17% dehydrated alfalfa meal with 100,000 units of vitamin A guaranteed on arrival $49@50 sacked, Kansas City.

Buffalo: 17% $61.75@65, basis Boston; 13% suncured $53.50@56, basis Boston.

St. Louis: Demand slow; supply good on dehydrated, limited on suncured; dehydrated 17% $54.40, 100,000 A, St. Louis; western suncured leaf $60.40, No. 1 fine $47.40, No. 1 medium $44.40, St. Louis.

Chicago: Demand quiet; trend lower; supply ample; dehydrated, 17%, 100,000 A $63; 20%, 150,000 A $58; suncured, 13%, No. 1 fine ground $48, nominal; 15%, no quotation.

Minneapolis: Demand remains rather slow at prices about unchanged from a week ago. Quotations: 17% dehydrated, 100,000 units of vitamin A guaranteed $52, papers; 20-22% $57, papers; 13% suncured, No. 1 fine ground $46, burlaps or papers; on dehydrated meal, quotations are $2 higher for burlaps.

Los Angeles: Demand good; trend upward; supply adequate; dehydrated, 17% $51@52, 15% suncured $38.

New Orleans: Demand slow; trend lower; supply ample; suncured, 17% $60@61, 15% $55@56, 13% $50@53 for No. 1, dehydrated $1@2 higher.

Ft. Worth: Demand limited; supply adequate; dehydrated, 100,000 A, 17% $57, delivered Texas points; no 20% available.

Cincinnati: Demand slow; trend lower; supply plentiful; dehydrated, 17%, 100,000 units vitamin A $60.40.

Philadelphia: Demand fair; supply ample; 17% dehydrated, guaranteed $63.50.

Memphis: Demand poor; trend higher; supply ample; dehydrated, 17% protein, guaranteed 100,000 units vitamin A $57.70; No. 1 fine suncured $47.70; No. 2 medium $41.70.

BARLEY FEED

Philadelphia: Demand dull; supply sufficient; $66, nominal.

Ogden: Supply normal; rolled $44@46, whole barley $42@46.

Baltimore: Demand better; supply light; $54.

Chicago: Demand better; supply light; $46.

New Orleans: Demand dull; trend down; supply sufficient; $64.75@65.85 on pulverized.

Boston: Demand poor; supply light; $59.

Portland: Demand good; trend lower; supply ample; rolled $62, ground $60.

Indianapolis: Demand only fair; trend unchanged; supply ample; whole barley $71 sacked, crimped barley $76, pulverized barley not available.

Seattle: Demand fair; supply good; whole $60, ground $60, rolled $63, all per ton, ex-warehouse, l.c.l.

Milwaukee: Demand light on pulverized, good on needles; supply ample on pulverized, light on needles; pulverized, white $48, feed $47; needles $1.12@1.18 bu.

BLOOD FLOUR

Louisville: Demand slow; trend weak; supply ample; $125 ton.

New Orleans: Demand slow; trend down slightly; supply limited; $122.50@125.

BLOOD MEAL

Kansas City: Demand fair; supplies ample; $125@150 sacked, Kansas City.

Portland: Demand good; trend lower; supply ample; $130.

Louisville: Demand slow; trend weak; supply ample; $125 ton.

Los Angeles: Demand fair; trend steady; supply ample; $8 a unit of ammonia.

New Orleans: Demand fair; trend down slightly; supply limited; $122.50@125.

Seattle: Demand steady; supply fair; $125 ton, f.o.b. local packing plants.

BONE MEAL

Louisville: Demand slow; trend easy; supply normal; $60 ton.

New Orleans: Demand fair; trend weaker; supply ample; $57.50@58.

BONE MEAL (STEAMED)

Cincinnati: Demand very heavy; trend strong; supply short; $75 ton, sacked, f.o.b. Cincinnati.

Chicago: Demand fair; supply light; $60@65.

St. Louis: Demand good; supply adequate; $60 sacked.

Louisville: Demand fair; trend easy; supply ample; $70@75.

Los Angeles: Demand fair; trend steady; supply ample; domestic $70, carlots.

New Orleans: Demand fair; trend steady; supply ample; $55@60 imported.

Ft. Worth: Demand fair; supply sufficient; carlots, especial steamed imported 50% protein, 14% phosphorus, 72% B.P.L. $3.50@3.60, l.c.l. $3.95, f.o.b. Ft. Worth.

Kansas City: Demand fair; supplies adequate; $55@95 sacked, Kansas City.

Boston: Demand good; supply fair; $70.

Portland: Demand good; trend lower; supply ample; $76.

Indianapolis: Demand fair; trend steady; supply ample; $54 sacked.

BREWERS' DRIED GRAINS

Philadelphia: Demand slow; supply moderate; $55.

Chicago: Demand quiet; supply ample; $45@46.

New Orleans: Demand light; supply limited; trend steady; $49.50@52.

Buffalo: $53@54, basis Boston.

St. Louis: Demand and supply fair; $38, bulk.

Louisville: Demand fair; trend steady to weak; supply ample; $46@48 ton.

Cincinnati: Demand fair; trend easier; supply adequate; $49.30 in sacks.

Ft. Worth: Demand slow; supply moderate; carlots $50.50, delivered Ft. Worth, prompt or September.

Boston: Demand good; supply improved; $53.50.

Milwaukee: Demand and supply fair; 22% $45.50@46, 24% $46.50, 26% $47.

BREWERS' DRIED YEAST

St. Louis: Demand improved; supply plentiful; 9¢ lb. in carlots, St. Louis.

Chicago: Demand fair; supply adequate; 11½¢ lb., carlots.

Louisville: Demand slow; trend easy; supply ample; $100 ton.

Cincinnati: 8¢ lb., in carlots.

New York: 8¢ lb., in carlots.

New Orleans: 9¢ lb., in carlots.

Pittsburgh: 8¢ lb., in carlots.

Boston: Demand fair; supply good; 10¢ lb.

Milwaukee: Demand slow; supply ample; 8½¢ lb. in carlots.

BUTTERMILK-CONDENSED

Philadelphia: Demand fair; supply adequate; $4.50.

Chicago: Demand better; supply ample; $3.75@4.

Louisville: Demand fair; trend firm; supply ample; $5.25 cwt.

Minneapolis: Market steady; demand fair; supplies ample; $4.50 cwt.

Los Angeles: Demand steady; supply adequate; $5.45 cwt. in barrels; $5.95, 100-lb. kegs.

Ogden: Supply normal; $5.50, 100-lb. drum.

Indianapolis: Demand fair; trend steady; supply ample; $4.20, 100-lb. bags; in barrels $4.95.

Milwaukee: Demand fair; supply ample; 27% $3.75@4.25 cwt.

CALCITE CRYSTALS AND FLOUR

Boston: Demand steady; supply ample; crystals $11.95, flour $9.95.

New York: Demand steady; supply ample; crystals $10.95, flour $8.95.

Buffalo: Demand steady; supply ample; crystals $11.55, flour $9.55.

Toledo: Demand steady; supply ample; crystals $12.95, flour $10.95.

CALCIUM CARBONATE

Minneapolis: Prices depend on potency of mix; KI .5 and 25-lb. $MnSO_4$ 100-lb. lots $14.90, plain calcium $9.50 ton; .5 KI $12.50.

Portland: Demand good; supply ample; trend unchanged; $12.

Los Angeles: Demand good; trend steady; supply adequate; meal $8.60, grits $11.20.

New Orleans: Demand good; trend steady; supply ample; plain $12.

Seattle: Demand steady; supply good; $12 ton, ex-warehouse, truck lots.

CHARCOAL

Kansas City: Demand and supply good; $45@50, f.o.b. plant, depending on grade.

Boston: Demand and supply light; $60, nominal.

Chicago: Demand fair; supply not plentiful; $72.

Los Angeles: Demand good; trend steady; supply ample; $60.

New Orleans: Demand fair; trend steady; supply ample; $80@85.

Portland: Demand good; supply ample; trend unchanged; $95.

COCONUT MEAL

Seattle: Demand slow; supply limited; nominal, $72, ex-dock for imported 30- to 45-day arrival; market very dull.

Los Angeles: Demand fair; trend slightly weaker; supply adequate; spot $79@80; offshore $77@78.

Bayonne, N.J.: Demand good; supply good; solvent extracted $52.50 ton, sacked.

Portland: Demand fair; trend firm; supply limited; $80.

COD LIVER OIL (FORTIFIED)

Boston: Demand good; supply ample; 800 D, 2,250 A 29½¢ lb.; 400 D, 1,500 A 24½¢; 400 D, 2,250 A 28¢.

New York: Demand good; trend firm; supply not pressing; 400 D, 1,500 A 23@25¢; 400 D, 2,250 A 26@28¢; 400 D, 3,000 A 30½¢; 800 D, 1,500 A 23@27¢; 800 D, 2,250 A 29½@30½¢; 400 D, 3,000 A 33½@34¢.

COLLOIDAL PHOSPHATE

Chicago: $23, carlots.

Kansas City: $21, carlots.

St. Louis: $20.50, carlots.

Des Moines: $22, carlots.

Philadelphia: $21, carlots.

CONDENSED FISH SOLUBLES

Boston: Demand fair; supply adequate; tank cars 5¢ lb., drums 6¢ lb.

CORN GERM MEAL

St. Louis: Demand poor; supply good; $45, bulk.

Buffalo: $52.65, nominal.

Louisville: Demand fair; trend easy; supply ample; $57 ton.

New Orleans: Demand fair; trend weak; supply adequate; $51@53 bulk.

CORN GLUTEN FEED AND MEAL

(All quotations for all cities are sacked basis; bulk basis $5.50 less)

Minneapolis: Feed $53.65, meal $95.65.
Atlanta: Feed $60.04, meal $92.04.
Birmingham: Feed $58.49, meal $90.49.
Boston: Feed $57.98, meal $95.98.
Chicago: Feed $48.50, meal $80.50.
Cleveland: Feed $54.75, meal $86.75.
Denver: Feed $56.63, meal $88.53.
Ft. Worth: Feed $55.19, meal $87.19.
Indianapolis: Feed $52.53, meal $84.52.
Kansas City: Feed $48.50, meal $80.50.
Louisville: Feed $53.96, meal $85.96.
New Orleans: Feed $56.53, meal $88.53.
New York: Feed $57.66, meal $89.56.
Norfolk: Feed $56.95, meal $88.95.
Philadelphia: Feed $57.15, meal $89.15.
Pittsburgh: Feed $55.19, meal $87.19.
St. Louis: Feed $48.50, meal $80.50.

COTTONSEED OIL MEAL

Memphis: Demand quiet; trend steady; supply ample; prime 41% protein $70.50.

Philadelphia: Demand quiet; supply adequate; $84.

Cincinnati: Demand poor; trend steady to easier; supply adequate; $78.

Ft. Worth: Demand slow; supply sufficient; 41%, f.o.b. oil mills, $75 Ft. Worth, $73@75 at interior oil mills in north and west texas, $71@73 south Texas, September shipment.

Kansas City: Demand fair to good; market stronger by about $10 ton over a week ago; $70@71 sacked, Memphis; $78 delivered Kansas City, out of Texas.

Chicago: Demand quiet; supply light; $79.25.

Louisville: Demand fair; trend easy; supply ample; $77.25 ton.

Los Angeles: Demand good; trend steady; supply fair; 43% $75@76.50.

Wichita: Demand poor; supply sufficient; 41% $80.

New Orleans: Demand slow; trend lower; supply limited; 41% $68@68.50.

Ogden: Supply normal; 41% $75@80.

Boston: Demand light; supply tight; $92.

Portland: Demand good; trend lower; supply ample; $69, f.o.b. San Joaquin Valley points.

Indianapolis: Demand fair; trend weak to lower; supply normal; 41% $86.

Seattle: Demand slow; supply ample; 43% protein $88, delivered Seattle, carlots; $92 ton, ex-warehouse, truck lots.

D ACTIVATED ANIMAL STEROL, POWDERED

New York: Demand and trend steady; supply ample; 13@15¢.

Kansas City: Demand and supply steady; 14¢ lb.

A AND D FEEDING OIL

Boston: Demand good; supply adequate; 800 D, 1,500 A 25½¢ lb.; 400 D, 2,250 A 27½¢; 400 D, 1,500 A 24¢; 400 D, 750 A 20¢.

Los Angeles: Demand fair; trend higher; supply ample; 400 D, 750 A 20¢; 400 D, 2,250 A 27½¢.

New York: 400 D, 750 A 18@21½¢; 400 D, 1,500 A 22½¢; 400 D, 2,250 A 26½@30¢; 800 D, 1,500 A 24½¢; 800 D, 2,250 A 28½¢.

Milwaukee: Demand good; supply fair; straight oil, $5 D $1.37, 100 D, 450 A $1.47; concentrated vitamin oil, 400 D, 750 A 20½¢, 400 D, 500 A 24½¢, 400 D, 2,250 A 29½¢.

DEFLUORINATED PHOSPHATE

Waco, Tenn.: $59.75.
Columbus, Ga.: $47.
Tupelo, Miss.: $47.
Coronet, Fla.: $45.
Houston: $61.
Seattle: Curacao rock $53 ton, ex-warehouse, l.c.l.
New Orleans: $54.

DISTILLERS' DRIED GRAINS

Philadelphia: Demand light; supply sufficient; $55.

Buffalo: Dark $55@56.

Louisville: Demand slow; trend weak; supply heavy; light $46 ton, dark $48, solubles $67.

New Orleans: Demand light; trend lower; supply sufficient; 28% $56@59.

Cincinnati: Demand poor; trend easier; supply burdensome; $48 in bags.

Ft. Worth: Demand dull; supply ample; dark corn $57.50, delivered Ft. Worth.

Boston: Demand and supply fair; light $51.50, dark $52.50.

Milwaukee: Demand good; supply fair; $55.

Portland: Demand fair; trend lower; supply ample; solubles $75.

DRIED BEET PULP

Boston: Demand fair; supply short; $62.

Portland: Demand slow; trend lower; supply ample; $50.

New Orleans: Demand steady; trend firm; supply ample; $48@49.

Los Angeles: Demand good; trend steady; supply ample; $41 packed in paper in 50's; $45.50 in burlap packed in 100's.

Seattle: Demand steady; supply ample; $49 ton, ex-warehouse, truck lots.

Milwaukee: Demand fair; supply scarce; $54@55; molasses oat feed $57@58.

Ogden: Supply average; $44@48.

DRIED BUTTERMILK

Ft. Worth: Demand very light; supply limited; local and nearby production $9@10, f.o.b. Ft. Worth.

Ogden: Supply normal; $8.50, 100-lb. bag.

Boston: Demand good; supply fair; 9¾@10¢ lb.

Chicago: Demand quiet; supply light; $9.25@9.50.

Minneapolis: Market steady; demand fair; supplies limited; $8.25@8.50 cwt.

Buffalo: 9@9½¢ lb.

MARDEN'S FEEDING OILS are dependable
25 YEARS OF PROFESSIONAL SERVICE TO THE FEED TRADE
ACCURATE MIXTURES
GENUINE INGREDIENTS
MARDEN-WILD CORP.
300 COLUMBIA ST., SOMERVILLE 43, MASS.

COTTONSEED MEAL SOYBEAN OIL MEAL
PEANUT MEAL
CAKE • PELLETS • COTTONSEED HULLS
Domestic and Export
COME TO HEADQUARTERS
THE BRODÉ CORPORATION
Memphis, Tennessee
Local Phone: 38-2544 LD-271 Teletype: ME-260
On request, we will mail you our frequent market bulletins

BRUCO The Better PEAT MOSS
Pre-War German Quality
In Horticultural and Poultry Grades
Bales in 5 Popular Sizes
BRUCO stands for—
• QUALITY that is unsurpassed
• PRICES that permit a dealer profit
• PROMPT SHIPMENT anywhere in U.S.A.
Also Available—
Other European and Canadian Peat Moss
Write or wire for particulars
BRUCO SUPERIOR PEAT MOSS
The Peat Moss Division
BRUSSELS CORPORATION
For International Trade
350 FIFTH AVENUE • NEW YORK 1, N. Y.

Louisville: Demand fair; trend steady; supply ample; $180 ton.

Los Angeles: Demand good; trend firm; supply adequate; $16.25 cwt.

Wichita: Demand fair; supply ample; $8.50 cwt.

New Orleans: Demand good; trend steady; supply limited; $10.25@10.50.

Indianapolis: Demand good; trend lower; supply moderate; $10 cwt.

Milwaukee: Demand good; supply scarce; $9.75 cwt.

DRIED CITRUS PULP

Ft. Worth: Demand limited; supply moderate; $45@46; citrus meal $47@48, f.o.b. Rio Grande Valley points.

Los Angeles: Demand strong; trend firm; supply adequate; $32.50 producers' plants.

New Orleans: Demand limited; trend firm; supply adequate; $44@45, f.o.b. shipping points.

DRIED SKIM MILK

Philadelphia: Demand average; supply ample; $19.25.

Boston: Demand good; supply fair; 10¢ lb.

Portland: Demand good; trend higher; supply ample; $10.

Buffalo: 9@9½¢ lb.

Minneapolis: Market steady; demand fair; supplies limited; $8.75@9 cwt.

Chicago: Demand only fair; supply light; $9.50@10.50, nominal.

Louisville: Demand fair; trend steady; supply good; $170 ton.

Los Angeles: Demand good; trend firm; supply adequate; $10.25 cwt.

New Orleans: Demand fair; trend steady; supply ample; $9.75@10.

Seattle: Demand fair; supply good; $10 cwt., ex-warehouse, l.c.l.

Milwaukee: Demand good; supply light; $10 cwt.

DRIED WHEY

Philadelphia: Demand small; supply adequate; $7.25.

Ft. Worth: Demand fair; supply adequate; carlots, $6.50 cwt., sacked, delivered Ft. Worth or any Texas point; $6.65 l.c.l. out of warehouse, Ft. Worth.

Kansas City: Demand fair to good; supply ample; $6.50 cwt. for either straight grade or fortified; l.c.l. 25¢ cwt. higher.

Ogden: Supply normal; $7.50, 100-lb. bag.

Boston: Demand fair; supply steady; 6½¢ lb.

Portland: Demand good; trend lower; supply ample; $6.75.

Seattle: Demand steady; supply ample; $7.50 cwt., ex-warehouse, l.c.l.

Buffalo: 6½@7¢ lb.

Louisville: Demand fair; trend steady; supply ample; $125 ton.

Los Angeles: Demand fair; trend steady; supply good; $6.75 cwt.

New Orleans: Demand slow; trend steady; supply adequate; $6.75@7.25.

Minneapolis: Market unchanged; demand fair; supplies ample; $6.50 cwt.

FISH MEAL

Milwaukee: Demand fair; supply ample; 60% $160.

Seattle: Demand slow; supply excellent; $1.80 a unit protein, f.o.b. car Seattle, carlots, for Alaska herring meal.

Portland: Demand slow; trend lower; supply ample; $1.75 a unit.

Boston: Demand slow; supply ample; $2 a unit; $115@120 ton.

Ogden: Supply normal; $2.95 a unit, f.o.b. Coast; 65% $235@240.

Ft. Worth: Demand fair; supply adequate; 60% protein, blended, West Coast origin $138.50, delivered TCP.

New Orleans: Demand poor; supply adequate; trend stronger; $135@140.

Los Angeles: Demand slack; trend weak; supply ample; spot tuna $1.90 a unit of protein; sardine meal $2@2.10.

BATES
Grain Company
Kansas City · Omaha · Dallas

Chicago: Demand better; supply ample; 60% protein $132.50 ton, f.o.b. East Coast; 60 to 65% protein $120 ton, f.o.b. northwest Pacific Coast.

Louisville: Demand slow; trend steady; supply good; $150 ton.

Buffalo: 60% $125 nominal, East Coast.

Minneapolis: Market steady; demand slow; supplies ample; $1.85 a unit of protein, West Coast.

HAY

Philadelphia: Demand average; supply sufficient; timothy and clover $26@28.

Ft. Worth: Demand slow; supply plentiful; carlots, prairie, No. 1 $30@32, No. 2 $18@29; Johnson grass, No. 1 $22@24, No. 2 $20@22, delivered TCP; carlots, baled No. 1 alfalfa, Oklahoma-Texas origin $32@35, No. 2 alfalfa $29@32, delivered TCP.

Ogden: Supply normal; $1 bale; $15@21 ton, baled, in barn.

Boston: Demand cautious; supply irregular; No. 2 timothy $38@41.

Seattle: Demand steady; $34 delivered truck lots, western Washington common points for U.S. No. 2 green.

New York: Demand good; trend firm; good grades scarce; timothy, No. 1 $40@42, No. 2 $32@36, No. 2 $30@31.

Louisville: Demand slow; trend easy; supply ample; No. 1 mixed timothy and clover $30, No. 2 $28; timothy, No. 1 $28, No. 2 $26; local alfalfa, No. 1 $23, No. 2 $20; western, No. 1 $45; straw $16.

Los Angeles: Demand strong; trend upward; supply ample; baled alfalfa, U.S. No. 1 $27@28; U.S. No. 2 leafy $25.50@26.50; U.S. No. 2 green $26@26; U.S. No. 2 $22.50@23.50; No. 1 barley hay $25@26; No. 1 oat hay $27@28.

Wichita: Demand low for prairie, good for alfalfa; supply sufficient for prairie, scarce for alfalfa; prairie $13@15, alfalfa $22@27.

New Orleans: Demand fair; trend steady; supply sufficient; timothy $30@33, baled alfalfa $27.50@32, prairie $18@22.

HOMINY FEED

Memphis: Demand poor; trend lower; supply good; white $54, yellow $56.

Cincinnati: Demand fair; trend steady; supply adequate; $54.50.

Boston: Demand fair; supply improved; $67.50.

Buffalo: Yellow $54.25@55.50, bulk.

Chicago: Demand quiet; supply adequate; $54@56.

Louisville: Demand slow; trend weak; supply ample; $55 ton.

New Orleans: Demand good; trend steady; supply adequate; white or yellow $58@59.

Indianapolis: Demand fair; trend steady to lower; supply moderate; $63 ton, delivered Indianapolis, including state tags and used bags; ground corn $65.

Milwaukee: Demand and supply fair; $55.

LINSEED OIL MEAL

Seattle: Demand improved; supply fair; $84, ex-dock, Seattle for 28% protein, water shipment from California; $85 for 34% linseed meal, delivered rail.

Milwaukee: Demand and supply fair; 34% $71, 36% $70.50.

Indianapolis: Demand fair; trend steady; supply light; 36% $79.

Portland: Demand slow; trend lower; supply ample; $72, f.o.b. Los Angeles; $60, f.o.b. Minneapolis.

Minneapolis: With distress offerings well cleaned up, the market firmed. New demand was not heavy, however, but shipping directions were reported good on previous contracts. Quotations: 36% $59.50@60, 34% $60@60.50 bulk, Minneapolis; a premium of 50¢@$1 ton, is asked for October shipment.

Chicago: Demand quiet; supply not plentiful; 36% $63, 34% $68.

Buffalo: $64@65.

Louisville: Demand slow; trend easy; supply ample; $75 ton.

Wichita: Demand fair; supply adequate; 34% $63.

Los Angeles: Demand steady; supply ample; producers holding firm at $71@72, but scattered lots of resale $69@70 having some weakening influence.

New Orleans: Demand good; trend steady; supply tight, 34% or better $81.50@82.

Boston: Demand light; supply adequate; $71.30.

Kansas City: Demand fair; market steady; $59.50 for 36%, $60 on 34%, basis bulk, Minneapolis.

Ft. Worth: Demand quiet; supply sufficient; 34% Texas origin, September $72.50, delivered Ft. Worth.

Cincinnati: Demand poor; trend steady; supply adequate; 34% protein $76.50.

Philadelphia: Demand moderate; supply fair; $67.50.

MALT SPROUTS

Boston: Demand and supply light; No. 1 $50, No. 2 $47.

Buffalo: No. 1 $43@45.

Chicago: Demand quiet; supply light; $41.50@42.

St. Louis: Demand good; no supply; $44, nominal.

Los Angeles: Demand fair; trend steady; supply good; $46.

New Orleans: Demand fair; trend steady; supply ample; $40@42.50.

Milwaukee: Demand and supply fair; No. 1 $42.50@43.50, No. 2 $38@38.50.

MEAT SCRAPS

Cincinnati: Demand fair; trend higher; supply adequate; 50% $122.50 ton, sacked, f.o.b. Cincinnati.

Ft. Worth: Demand fair; supply light; meat and bone, 50% $107@112, f.o.b. Ft. Worth.

Kansas City: Demand good; market unchanged to $5 ton higher; 50% meat and bone scraps $115@120 sacked, Kansas City.

Boston: Demand improved; supply good; $1.80 a protein unit; converted $102.50.

Portland: Demand slow; trend lower; supply ample; $2.10 a unit.

St. Louis: Demand good; supply adequate; 50% $118, bulk.

Chicago: Demand better; supply light; 50% protein $115@125, bulk.

Buffalo: $118@120 ton.

Sioux City: 50% meat and bone scraps $119.

Louisville: Demand fair; trend easy; supply ample; $115@120 ton.

Los Angeles: Demand spotty; trend weak; supply scarce; $2.25@2.50 a protein unit.

Wichita: Demand fair; supply sufficient; 50% $115, f.o.b. plant; 55% no quotations, no offerings.

New Orleans: Demand slow; trend lower; supply ample; 50% $125@130.

Seattle: Demand fair; supply ample; $2.10 a unit, f.o.b. producer's plant, l.c.l.; $2.05 a unit, delivered Seattle, carlots.

Milwaukee: Demand good; supply fair; 50% meat scraps $117.50.

New York: Demand good; trend higher; supply not plentiful; 55% $121, 60% $111.

MILLET

St. Louis: Demand limited; supply scarce; hog, country run $2.70 cwt., bulk, in carlots, St. Louis; Early Fortune $2.70 cwt., bulk, carlots, St. Louis.

New Orleans: Demand poor; trend steady; supply scarce; $2.70@2.75 bulk, f.o.b. shipping points.

MILLFEED

Minneapolis: Renewed buying of millfeed, particularly for shipment later this fall, bolstered the market this week, and prices are up $1.50@2 ton. Quotations: bran $44.50, standard midds. $45.50@46, flour midds. $55.50@57, red dog $60@63.

Kansas City: Demand was fair to good this week. Offerings faded at midweek and became scarce during the remainder of the period, forcing prices up several dollars a ton. Quotations, Aug. 31: bran $42@42.50, shorts $50@50.50.

Wichita: Demand slow for immediate, good for forward delivery; supply sufficient; basis Kansas City, Aug. 29: bran $40.50@41, shorts $47.50@48, spot delivery; futures $1@2 ton higher on both bran and shorts; bran unchanged to 50¢ ton lower, shorts 50¢@$1 ton lower, compared with the preceding week.

Ft. Worth: Demand fair; supply moderate; carlots, prompt, wheat bran $48@46, gray shorts $53@54, delivered TCP; about $2.50 lower on both bran and shorts, compared with a week previous.

Chicago: Demand better; supply ample; bran $46.50@48.50, standard midds. $48@49.50, flour midds. $61@63, red dog $63@64.50.

Milwaukee: Demand light; supply ample; bran $47.50@48, middlings $48@49.

St. Louis: Demand heavy; supply light; bran $47, shorts $53@54, spot delivered St. Louis switching limits.

Cincinnati: Demand fair; trend steady to lower; supply adequate; bran $48@49, middlings $52@54.

Indianapolis: Demand fair; trend weak to lower; supply ample; soft winter wheat bran $54, standard midds. $56, gray shorts $59, all sacked; no red dog offered.

Louisville: Demand fair; trend stronger; supply light; bran $51.50, mixed feed $54, middlings $59.

Buffalo: Standard midds. $46.75, standard bran $47.75@48.75, red dog $65@66.

New York: Demand poor; trend lower; supply sufficient; bran $54, standard midds. $56.

Boston: Demand tight; supply adequate; spring bran $54.75, middlings $56.

Philadelphia: Demand quiet; supply adequate; bran $52, standard midds. $59, red dog $70.

New Orleans: Demand good; supply limited; trend stronger; bran $47@50, shorts $57@58.

Memphis: Demand poor; trend steady; supply ample; wheat bran $46, gray shorts $53.

Portland: Demand good; trend lower; supply ample; mill run $48, middlings $54.

Ogden: Supply normal; to Utah and Idaho dealers: red bran and mill run, blended, white $48; middlings $52; to Denver: red bran and mill run $55, middlings $58; to California: red bran and mill run $55.50; middlings $59.50, carlots, f.o.b. San Francisco and Los Angeles.

Los Angeles: Demand slightly improved; trend steady; supply good; $53@54.

Dehydration Engineering and Equipment
mcgehee company
620 W. 26th St. Kansas City 8, Mo.

CAROGREEN
It's Blended
328 Board of Trade Building
KANSAS CITY 6, MISSOURI

ELK VALLEY ALFALFA
ELK VALLEY ALFALFA MILLS
Division—MIDLAND INDUSTRIES, INC.
INDEPENDENCE, KANSAS
Elk Valley Dehydrated
ALFALFA MEAL
now available in fifty lb. paper bags

FEED GRAINS
KAFIR-MILO
BARLEY - CORN - OATS - WHEAT
From Every Grain Producing Area in United States
CONTINENTAL GRAIN COMPANY
OFFICES:
New York, Chicago, Kansas City, St. Louis, Omaha, Columbus, Nashville, Minneapolis, Fort Worth, Buffalo, Peoria, Galveston, Portland, San Francisco, Vancouver, B. C., Winnipeg, Los Angeles, Enid
TERMINAL ELEVATORS:
Kansas City, St. Louis, Chicago, Buffalo, Omaha, Toledo, Columbus, Fort Worth, Portland, Galveston, Enid, Minneapolis

MINERAL FEED

Ft. Worth: Demand fair; supply ample; mineral supplement, 20% calcium, 4½% phosphorus $75@80; mineral blocks, 50-lb. ea.lb. 21% calcium, 4% phosphorus, 17½% salt $3.25@3.45 block, f.o.b. Ft. Worth.

Kansas City: All-purpose with iodine $72.50 sacked, Kansas City; 50-lb. blocks packed in individual cartons $80.

Portland: Demand good; supply ample; trend unchanged; $40@50.

Los Angeles: Demand good; trend steady; supply ample; $70, all-purpose with iodine.

Wichita: Demand good; supply sufficient; all-purpose with iodine, 50-lb. blocks $60; 100-lb. bags $72.50, f.o.b. plant.

Indianapolis: Demand good; trend unchanged; supply ample; mineral feed with iodine $49; 5-ton lots $48, 10-ton lots $47, f.o.b. Indianapolis.

Seattle: Demand fair; supply excellent; $54, ex-warehouse for high phosphorus mixtures, l.c.l.; $38 for competitive brands, ex-warehouse, l.c.l.

Milwaukee: Demand good; supply ample; $70; 50-lb. blocks $2.15.

MOLASSES

Memphis: Demand fair; trend firm; supply very limited; blackstrap 17½¢ gal., tank cars, f.o.b. New Orleans.

Cincinnati: Demand fair; trend steady; supply adequate; 17½¢ gal., f.o.b. New Orleans.

Ft. Worth: Demand good; supply light; blackstrap prompt 18¢ gal., f.o.b. Texas Gulf ports; $39.23 ton, delivered Ft. Worth, 17@17½¢ gal., f.o.b. New Orleans.

Kansas City: Market firm with demand good and offerings fair; 17½¢ gal., New Orleans.

Minneapolis: Some easing off in demand is reported, and prices generally were unchanged. Quotations: 17½@18¢ gal., f.o.b. New Orleans.

Louisville: Demand slow; trend strong; supply good; 17½@18½¢ asked in tank car lots, f.o.b. Gulf ports; no sales reported.

Los Angeles: Demand good; trend upward; supply ample; $30 ton, f.o.b. tank cars, Los Angeles harbor; $39.25 in tank trucks, 5 tons or more; $30.50 less than 5-ton lots.

New Orleans: Demand slow; trend steady; supply limited; 17½¢ gal., tank cars, f.o.b. New Orleans for shipment within ten days.

Boston: Demand steady; supply fair; 18¢ gal., in tank cars.

Portland: Demand good; trend higher; supply ample; $30 ton, tank cars.

Indianapolis: Demand fair; trend firm to higher; supply ample; 55-gal. drum $16.94, including drum; bulk, 50 gal, $14.64, ton $46, barrels extra.

Seattle: Demand good; supply ample; $30 ton, in tank cars; $19.90, 400-lb. drum.

New York: Demand not pressing; trend higher; supply tight; blackstrap in tank cars 18½@19¢.

Milwaukee: Demand good; supply ample; blackstrap $46.

NIACIN

New York: Trend steady; supply not heavy; $8 kilo.

OAT PRODUCTS

Memphis: Demand fair; trend higher; supply fair; 2½% protein reground oat feed $28.25.

Philadelphia: Demand fair; supply moderate; pulverized white $65; Canadian reground $35, domestic $35.

Boston: Demand fair; supply short; white pulverized $62, reground oat feed $33, nominal.

Chicago: Demand quiet; supply light; reground oat feed $21, fine ground feeding oatmeal, no quotation; feeding rolled oats $98@100.

St. Louis: Demand fair; supply ample; reground oat feed $23.85, 5% protein $1 higher; pulverized white oats $57.

New Orleans: Demand light; trend lower; supply sufficient; pulverized white oats $61.55@71.10, mixed feed oats $57, feeding oatmeal $88.40, feeding rolled oats $96.75.

Minneapolis: Demand is fair, particularly for future shipment. Poultry rolled oats is up $2 ton at $57, and standard pulverized is quoted 50¢ higher at $53.50.

Louisville: Demand slow; trend easy; supply ample; reground $25.50, fine ground $57.50, pulverized $59; rolled oats, groats and feeding oatmeal $108.

Portland: Demand good; trend lower; supply ample; white rolled $66, ground $66, cleaned white $68, cleaned gray $68.

Indianapolis: Demand slow; trend unchanged; supply ample; pulverized oats $56, crimped oats $78, steel-cut oats $104, oat groats $104, fine ground oatmeal $96, rolled oats $106, whole ground oats $56, reclaimed No. 2 white oats $1.95 bu., sacks extra.

Milwaukee: Demand fair on pulverized, good on balance; supply ample on pulverized, fair on balance; pulverized, white $52.50, feed $48.50; molasses oat feed $41; reground oats, 3% $22.50, 5% $26.

OYSTER SHELL

Boston: Demand fair; supply ample; paper $19.37, cloth $20.77.

Portland: Demand good; supply ample; trend unchanged; western shell $26, granite grits $22, crystal grits $23, western shell flour $20, eastern shell flour $26.

Seattle: Demand fair; supply ample; western $24, eastern $27, both ex-warehouse, l.c.l.

Louisville: Demand fair; trend steady; supply ample; $19.

Los Angeles: Demand normal; trend steady; supply ample; eastern $22.04 in paper; $24.04 in burlap; local $12@14.

New Orleans: Demand good; trend steady; supply ample; $12@12.50.

PEANUT OIL MEAL

Milwaukee: Demand good; supply fair; 26% $57; 41% $85.

New Orleans: Demand good; trend steady; supply scarce; 41% $85@90.

COTTONSEED OIL MEAL FUTURES

Closing prices of cottonseed oil meal (41% protein) on the Memphis Merchants Exchange in dollars per ton:

	Aug. 25	Aug. 24	Aug. 23	Aug. 22	Aug. 20	Aug. 19	Aug. 18
Oct.	....@*64.40	64.50@ 65.00	64.50@ 65.00	65.00@ 65.75	65.75@ 66.75	66.00@ 66.50	65.50
Dec.	....@*63.75	64.25@ 64.50	....@*64.00	64.00@ 65.25	....@*65.50	....@*64.45	
Jan.	....@*64.00	64.25@ 64.50	....@*64.25	64.50@ 65.20	65.40@ 65.60	64.75@ 65.00	
Mar.	63.75@ 64.25	64.00@ 64.40	64.00@ 64.10	64.00@ 65.25	65.40@ 65.75	64.75@ 65.25	
May	63.00@ 64.00	63.00@ 64.00	62.75@ 63.75	64.00@ 65.00	64.25@ 65.00	....@*64.00	
July	63.25@ 64.25	63.00@ 64.00	63.30@ 64.00	64.50@ 65.00	64.65@ 65.25	64.65@ 65.35	
Sales (tons)	1,500	200	700	1,300	2,100	4,400	

*Flat.

SOYBEAN OIL MEAL FUTURES

Closing prices in soybean oil meal (basis Decatur, Ill.) on the Memphis Merchants Exchange, in dollars per ton (sacked basis):

	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21
Oct.	....@60.10	60.25@ 61.00	60.00@ 61.00	....@*62.00	60.25@ 61.00	60.95@ 61.00
Dec.	....@*59.25	59.75@ 60.00	....@*59.55	....@*60.75	60.55@ 61.00	....@*59.75
Jan.	59.00@ 59.50	59.50@ 60.00	59.75@ 60.00	....@*60.75	60.55@ 61.00	59.75@ 60.10
Mar.	....@*59.50	60.00@ 60.75	60.25@ 61.00	....@*61.75	....@*61.00	....@*60.25
May	....@*60.00	60.50@ 61.00	60.60@ 61.00	....@*62.25	....@*61.75	....@*60.00
July	60.10@ 61.00	60.60@ 61.50	60.70@ 61.00	....@*62.25	....@*61.90	60.25@ 61.00
Sales (tons)	1,700	800	600	5,200	5,700	6,800

*Flat.

PEAT MOSS

Philadelphia: Demand steady; supply average; 110-lb. bale $2.60.

Boston: Demand steady; supply adequate; carlots $2.65@2.75, l.c.l. $2.90@3.

Portland: Demand good; supply ample; trend unchanged; $2.70.

Los Angeles: Demand good; trend steady; supply ample; Canadian $2.95, carlots.

New Orleans: Demand good; trend firm; supply ample; 160 to 170-lb. bales $3.85@4, German origin.

Chicago: Demand light; supply ample; poultry moss $2.75, horticultural $2.75.

Seattle: Demand slow; supply ample; $2.55 bale, ex-warehouse, either horticultural or litter.

New York: Demand steady; trend firm; supply ample; Canadian $2.80@2.90, imported $2.25@2.35.

POTASSIUM IODIDE, U. S. P.

St. Louis: Demand and supply good; 100% pure potassium iodide, U.S.P., 100-lb. lots $1.97 lb. in fiber drum; 25-lb. lots $1.98 in fiber drum; 5-lb. lots $2.05 lb. in bottles; 90% potassium iodide, calcium stearate mixture, 225-lb. lots $1.86 in leverpak drum; 100-lb. lots $1.88 in fiber drum, f.o.b. shipping points.

New York: Trend unchanged; supply ample; 200-lb. lots $1.95, 100-lb. lots $1.97, 25-lb. lots $1.98; potassium chalk mixture, 250-lb. lots $1.86, 100-lb. lots $1.88, 25-lb. lots $1.89.

RICE BY-PRODUCTS

Memphis: Demand poor; trend steady; supply good; bran $46, f.o.b. Arkansas points.

New Orleans: Demand slow; trend lower; supply sufficient; bran $38@42 prompt, no quotations on hulls.

Ft. Worth: Demand slow; supply sufficient; rice bran $29@30, quick, or September through December; hulls $3.75, f.o.b. south Texas rice mills, immediate or prompt shipment.

RIBOFLAVIN

New York: Demand good; trend firm; supply ample; 12½¢ gm. equivalent, freight allowed.

Terre Haute: Demand and supply good; 12½¢ per gram of contained riboflavin, with freight allowed, for 8,000 and 16,000 potency dried fermentation solubles.

SESAME MEAL

Los Angeles: Demand slow; trend weak; supply ample; $95.

SORGHUMS

Ft. Worth: Demand good; supply increasing; carlots, bulk, No. 2 yellow milo $2.15@2.20, delivered TCP.

New Orleans: Demand fair; trend steady to lower; supply improving; No. 2 milo $2.27, 14.7% moisture, f.o.b. Kansas City.

SCREENINGS

Minneapolis: Improved interest stimulated by anticipated fall needs strengthened the screenings market, and the range of prices advanced about $3 ton. Quotations: lights $17@18, mediums $18@28, heavies $28@36, flax screenings $35; Canadian refuse screenings $26 bulk, Duluth; Canadian ground screenings $32 sacked, Duluth.

New Orleans: Demand fair; trend steady; supply light; $35@34 on heavy grains.

Chicago: Demand good; supply light; Canadian refuse screenings $34@36.

SOYBEAN OIL MEAL

Memphis: Demand dull; trend steady; supply ample; prime 41% protein, old process $65.50, f.o.b. Memphis.

Philadelphia: Demand light; supply fair; $60.

Cincinnati: Demand fair; trend steady to higher; supply adequate; $60@61, f.o.b. bulk, Decatur.

Ft. Worth: Demand quiet; supply sufficient; 41% and/or 44%, September $79@82, October-December $75@76, delivered Ft. Worth.

Seattle: Demand slow; supply ample; $56 ton, delivered carlots, September shipment from Midwest.

Milwaukee: Demand fair; supply fair; 41 to 44% $73.50.

Minneapolis: With offerings plentiful and demand only fair, prices eased somewhat. September shipment is quoted at $56.50@57 bulk, Decatur, with spot offerings depressed by distress lots to about $2 under those figures.

Louisville: Demand fair; trend strong; supply good; $72 ton.

Los Angeles: Demand spotty; trend unsettled; supply ample; prompt $58@59, equivalent $87@88 delivered sacked; new crop $53.50 bulk, Decatur.

Wichita: Demand very slow for immediate delivery; supply ample; 41% $79.50, f.o.b. Wichita.

New Orleans: Demand fair; trend lower; supply ample; 41% $80.50@81.

Chicago: Demand quiet; supply ample; 41% protein $66.50@68, bulk; 44% $66@68, bulk.

Decatur: Demand quiet; supply ample; 41% protein $60.52@62, bulk; 44% $60@62, bulk.

Indianapolis: Demand fair; trend downward; supply ample; 44% $78.

Portland: Demand slow; trend lower; supply ample; September $58, October-November-December $59, both prices f.o.b. Decatur.

MILLFEED FUTURES

The following is a comparison of settling prices at Kansas City for Aug. 24 and 31:

Bran—	Aug. 24	Aug. 31
August	$40.00@ 40.25	$....@ ....
September	40.75@*40.65	41.35@ 41.65
October	42.30@ 42.50	....@*43.20
November	43.90@*43.75	44.30@ 44.55
December	....@*44.25	44.50@ 44.95
January	44.50@*44.55	45.10@ 45.65
February	....@	45.30@ 45.65
Shorts—		
August	$47.75@ 48.25	$....@ ....
September	48.75@ 49.55	50.15@ 50.50
October	49.60@ 50.00	50.60@ 51.25
November	49.00@ 49.50	49.00@ 49.50
December	48.40@ 49.00	48.50@ 49.00
January	48.40@ 49.00	48.00@ 48.75
February	....@	48.25@ 48.75
Sales (tons)	3,750	960

*Sale.

Boston: Demand good; supply improved; $75.

Ogden: Supply average; $95@99.

Kansas City: Demand active; offerings fair; market stronger; $60@61 bulk, Decatur for unrestricted 41% meal.

Buffalo: 41% $61@62, 44% $60@61.

SUNFLOWER SEED

St. Louis: Demand fair; supply plentiful; hybrid variety (small seeded) $9, local grown poultry grade $10, both cwt., sacked, f.o.b. St. Louis, ton lots, carlots available; parrot sunflower seed, large black $15.50 cwt., large gray $15.50 cwt., St. Louis.

TANKAGE

St. Louis: Demand good; supply limited; 60% $115 bulk.

Milwaukee: Demand good; supply fair; 60% $120.

Sioux City: 60% digester $119.

Louisville: Demand slow; trend easy; supply ample; 60% $115@125.

Wichita: Demand fair; supply sufficient; 60% $114, f.o.b. plant.

New Orleans: Demand fair; trend easier; supply adequate; 60% $125.

Chicago: Demand better; supply light; 60% digester $115@122, bulk.

Kansas City: Market firm to $5 ton stronger this week; demand good; 60% digester tankage $115@120 sacked, Kansas City.

Ft. Worth: Demand good; supply light; 60% digester $110@115 ton, f.o.b. Ft. Worth.

WHEAT GERM

Chicago: Market easier; demand fair; supplies ample; $88.

GRAIN DEALERS SCHOOL AT CHICAGO SCHEDULED

CHICAGO—A training school for country grain dealers will be held Sept. 11-12 at the Chicago Board of Trade. The program will include talks on grain handling and the operation of cash and futures markets.

The sessions will open with a talk on "the story of the Market" by Eunice Dustin, educational director of the board of trade, and a tour of the trading floor, weighing and sampling departments and brokerage firms.

Other speakers will include E. J. Kazmarek, vice president of the Illinois Grain Corp.; I. M. Herndon, chief of the transportation department of the board of trade; J. S. Schonberg, assistant secretary of the Uhlmann Grain Co., and Howard G. Abbott of the Illinois Production and Marketing Administration Committee.

H. F. SEWELL RETIRES FROM NORTHRUP, KING

MINNEAPOLIS—H. F. Sewell, advertising manager for Northrup, King & Co. for the past 31 years, retired from that position Aug. 31. Named to replace him was R. D. Coursen, who has been associate advertising manager for the past year.

Mr. Sewell was associated with the Dollenmayer Advertising Agency before joining Northrup, King. Mr. Coursen previously was employed by Campbell, Mithun, Inc., a Minneapolis advertising agency, and by Pillsbury Mills, Inc.

FARMERS
BUY YOUR
MINERAL
Where You Buy Your
FEED
AT YOUR LOCAL FEED DEALER

for all LIVE STOCK and POULTRY

FARMERS FRIEND MINERAL CO. • NAPOLEON, OHIO

JANUARY FEBRUARY MARCH APRIL MAY JUNE JULY AUGUST SEPTEMBER OCTOBER NOVEMBER DECEMBER

Available Today!
AND ALL YEAR 'ROUND!!
EL DORADO
SOLVENT EXTRACTED
COCONUT OIL MEAL
The nation's oldest and largest coconut meal supplier, now producing for the Eastern and Midwestern trade.

GUARANTEE
Protein, more than 20.0%
Fat, more than - 1.5%
Fiber, less than - 11.0%

El Dorado Oil Works
P. O. Box 187
BAYONNE, NEW JERSEY

The Home of ····· SERVICE YOU CAN DEPEND ON!

Ark Valley ALFALFA MEAL

The Ark Valley Alfalfa Mills main office, blending plant and warehouse at Hutchinson, Kansas. Mills at Haven, Kansas, Roberta and Hawley, Colorado.

DEPENDABILITY

When you need a quality Alfalfa Meal, you can depend upon Ark Valley, because Ark Valley Alfalfa Meal *always* meets all requirements in methods of manufacture . . . color, weight, protein and Vitamin "A" content.

In addition, you can depend upon Ark Valley to deliver at the time, at the place and the amount you have ordered. So, place your order today.

AIR MAIL . . . WIRE . . . WRITE

The ARK VALLEY ALFALFA MILLS, INC. HUTCHINSON, KANSAS

Let a Marion Mixer Be the "Workhorse" in Your Feed Plant

MOLASSES MIXING
DRY MIXING
MINERAL MIXING
MIXING OF TRACE MINERALS
ALFALFA BLENDING

For over 20 years Marion Mixers have been handling the tough jobs in Feed and Chemical plants throughout the United States.

Write for literature and prices

MIXERS — SACK CLEANERS — FINISHERS

RAPIDS MACHINERY CO.
DEPT. M. MARION, IOWA

W. R. WALTON APPOINTED BY ROCK ISLAND GRAIN

FORT WORTH—Woodrow R. Walton, former director of the Commodity Credit Corp. at Kansas City, has been named vice president and manager of the Rock Island Grain Co. of Fort Worth, Leo Potishman, president of the firm, has announced.

Woodrow R. Walton

Mr. Walton has been with the U.S. Department of Agriculture in various executive positions for 16 years.

General offices of the Rock Island firm, a new concern which recently purchased a 700,000-bu. elevator on the Rock Island Railroad trackage in Fort Worth, will be in the Neil P. Anderson Building. The elevator formerly was operated by the Interstate Grain Corp.

The Rock Island company will merchandise grains and seed in addition to storing and handling such commodities.

France Expected to Get ECA Corn Authorization

WASHINGTON—Authorization for France to buy 100,000 tons of corn is expected to be issued by the Economic Cooperation Administration shortly.

Soybean authorizations will be delayed for the heavy requests from western European nations until ECA has had a chance to review the next crop report due on Sept. 11. If the crop reaches an expected level of 285 million bushels it is certain that ECA authorizations will be substantial. ECA is in effect acting to hold the price near the old loan level. ECA officials now beleve that the bean price may fall as low as $2 bu. at country points when the crop moves in volume.

In addition to the prospective corn authorization for France, it is also forecast that Italy may ask for a substantial corn authorization. ECA officials say they have no request from Italy for corn at this time but they would not be surprised if one appeared.

The short Argentine corn crop is expected to send most of the western European corn demand to U.S. sources, particularly the ECA countries.

MINNEAPOLIS EXCHANGE PLANS SOYBEAN TRADE

MINNEAPOLIS—Members of the Minneapolis Grain Exchange have voted to permit futures trading in soybeans.

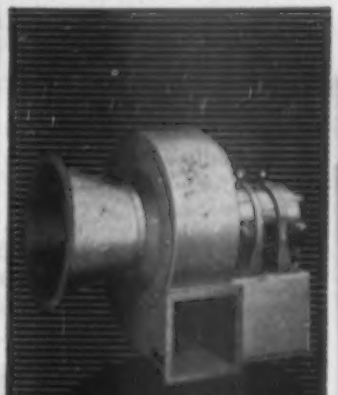
As a result of the vote, 262 to 16, the exchange has asked the government for designation as a contract market for soybeans under provisions of the Commodity Exchange Act.

MINNEAPOLIS EXCHANGE OPEN LABOR DAY

MINNEAPOLIS—The Minneapolis Grain Exchange will have a cash market session from 8:30 to 11:30 a.m. Labor Day to help speed the movement of empty boxcars back to the country. The emergency action was taken because of the boxcar shortage which is hampering movement of new crops to market.

1951 DISTILLERS FEED CONFERENCE SCHEDULED

CINCINNATI—The 1951 Distillers Feed Conference will be held March 15 at the Hotel Sinton in Cincinnati, according to an announcement by Dr. Philip J. Schaible, executive director of the Distillers Feed Research Council, Inc.



Carloadings By Air in 90 Minutes

To load cars manually with bulk grain is hard, slow work. The dust makes it disagreeable, too.

That's why so many grain handlers choose Sprout-Waldron's Pneumatic Car Loaders for such work. In 90 minutes an ordinary box car can be fully loaded . . . ready to roll. Labor relations are improved, too, along with a substantial savings in man hours.

An extremely flexible unit, the S-W Car Loader can be motor or belt driven . . . will work just as well when mounted on a portable frame as when permanently installed within the mill.

For details, ask for Bulletin G-245. Sprout, Waldron & Co., Inc., 24 Waldron St., Muncy, Pa.

115

SPROUT-WALDRON
Manufacturing Engineers
MUNCY • PENNSYLVANIA

TUXEDO DEALERS Sell Value and Results

TUXEDO dealers offer their customers *full value for every feed dollar* because Tuxedo Feeds contain tested and proven essential ingredients, properly balanced for maximum results.

Those records of *results* obtained year after year by users of Tuxedo Feeds form a powerful sales influence that creates goodwill and repeat business.

It is results that count, and that is why so many Tuxedo dealers are leaders in the feed business.

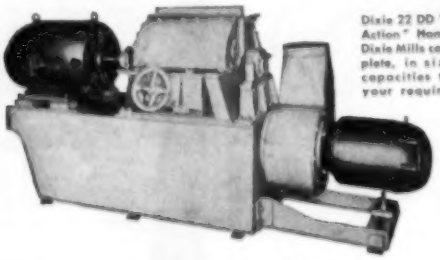
THE EARLY & DANIEL COMPANY
Cincinnati, Ohio
Established in 1881

TUXEDO FEEDS
For Livestock and Poultry

POUNDS or HORSEPOWER?

Whether you measure feed mill capacity in terms of *pounds per hour* or *horsepower rating*, it's all the same to a Dixie. Actual tests with a Dixie Hammermill show that with the same power, capacity is increased 25 to 50% and, to obtain any stated volume, only 75% of the usual horsepower is required.

Just one of the many good reasons why your best buy is a Dixie.



Dixie 22 DD "Double-Action" Hammermill. Dixie Mills come complete, in sizes and capacities to meet your requirements.

Write for FREE Literature
Address Feed Mill Division

DIXIE MACHINERY MFG. CO.
4400 GOODFELLOW BLVD. • ST. LOUIS 20, MISSOURI

Manufacturers of
PULVERIZED OATS
ST. CLOUD MILLING CO. • SALES OFFICE: MINNEAPOLIS *Trietype M P 488* MILLS AT ST. CLOUD, MINN.

MICHIGAN STATE PLANS COURSE FOR FEED MEN

EAST LANSING, MICH. — The short course department of Michigan State College has announced that the sixth class in elevator and farm supply training will begin Sept. 22. Men studying the feed and elevator business will find the course designed to train them with technical and practical information and skills.

Ordinary problems of elevator operators and feed dealers will be considered. The course of study includes nine months of resident instruction and nine months of placement training. Out-of-state students are being accepted.

Among the subjects to be studied are livestock feeding and management, poultry nutrition and management, grain grading, fertilizers, seed problems, salesmanship, merchandising, accounting, credit practices, farm products marketing, elevator maintenance and repair and machinery.

CCC CUTS FLAXSEED, LINSEED OIL PRICES

WASHINGTON — The domestic sales prices for flaxseed and linseed oil stocks of Commodity Credit Corp. have been marked down in an effort to bring prices within range of the free market.

Effective Sept. 1, the U.S. Department of Agriculture will price its flax at $3.50 bu. in store Minneapolis.

Linseed oil prices, set for five months through Jan. 31, 1951, are as follows: In tank car lots at points of storage, per pound: Minneapolis and Chicago, 13.75¢, San Francisco, Los Angeles, Cleveland and Buffalo 14.05¢, East Coast ports 14.35¢, Gulf points 14.45¢. However, in regard to linseed oil, CCC will sell at these prices or the market, whichever is the higher.

HUTCHINSON GRAIN MEN GUESTS AT FMA PARTY

HUTCHINSON, KANSAS — Members of the Hutchinson grain trade were guests of Flour Mills of America, Inc., and the Kansas Grain Co, division of the milling company at a dinner Aug. 24 at the country home near Hutchinson, of Jack Marts, of the Farmers Co-operative Commission Co.

The Kansas Grain Co. recently opened an office in Hutchinson with Don D. Millikan in charge.

Among the executives of the company who flew to Hutchinson for the event were Henry H. Cate, president; Elmer W. Reed, executive vice president; T. A. O'Sullivan, vice president in charge of grain for the milling firm and John H. Johntz, wheat buyer for the milling company; Loren W. Johnson, vice president and manager of the Kansas Grain Co., W. W. Sudduth, assistant manager, A. E. Davidson, office manager, and Harold Harris, manager of the affiliated Alva (Okla.) Public Terminal Elevator.

PROTEIN MEAL FUTURES STRONGER AT MEMPHIS

MEMPHIS—Protein meal futures gathered strength in moderately active trading on the Memphis Merchants Exchange this week. Intervals of indecision or reaction were apparent at times, but generally the trend was upward and gains ranged to more than $2 ton for the week.

Early in the week the market was stimulated by the surprise statement by Secretary of Agriculture Brannan, in which he came out against economic controls on farm products. The statement further strengthened cotton futures prices, and at the same time soybeans shot ahead, both rises adding strength to the protein futures market.

During the week ended Aug. 29 soybean oil meal futures advanced $1.30@2.35 ton, with October and the distant May and July deliveries showing greatest strength. Advances on the cottonseed oil meal side were less, ranging $1.25@2.20 ton, thus cutting into the premiums which the cottonseed protein has enjoyed for some time.

Trading was somewhat sporadic, marked by brief flurries of activity. But open interest in the market continued to mount steadily, with 10,200 tons added during the week to make a total of 195,500 tons on Aug. 29, including 65,700 tons of cottonseed oil meal and 129,800 tons of soybean oil meal.

COTTON GOODS INDEX 23.41

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale price of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 23.41, compared with 16.50 a year ago. The Bemis composite figure reflecting duty paid for early shipments from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25 compared with 28.02 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

PURCHASES INTEREST

LAINGSBURG, MICH. — O. R. Barnes, Detroit, has purchased an interest in Bailey Products here, an elevator firm started in 1893 by C. R. Bailey, father of Ray Bailey, now co-owner. In addition to the elevator, the firm handles a line of home appliances, radios and television.

Markets

(Continued from page 2)

strike period has been made up, and mills are pretty well sticking to the 40-hour work week. One of the larger mills went into overtime production, while two of the smaller producers were shut down for a day during the week.

Pasture conditions still remain very

ARROW and NAMSCO
EUROPEAN and CANADIAN PEAT MOSS
New Amsterdam Import Co., Inc.
1225 Chambers St., New York, U. S. A.

Ray Ewing PRODUCTS
Distributed in Illinois, Indiana, Ohio and Southern Wisconsin *by*
HALL SALES COMPANY
1313 Ridge Avenue
Phone: Greenleaf 5-0225
EVANSTON, ILLINOIS
QUALITY GOES IN BEFORE THE NAME GOES ON

ATTENTION *Feed Manufacturers . . .*
CANADIAN REFUSE SCREENINGS
HALLET and CAREY CO.
265 Grain Exchange Bldg.
Minneapolis 15, Minnesota
Members:
American Feed Manufacturers Association
The Grain and Feed Dealers National Association

good for this time of the year. Rains have been frequent and of good duration, keeping the growth of grass well supplied by the moisture.

Country stores and producers' selling agencies report a steady demand for formula feeds. Turkey raisers are the best and most consistent buyers, with the chicken raisers following in line, according to a survey of these stores.

Harvesting of oats and wheat and other feed ingredients has about been completed in this area, and farmers are already beginning to feed their own grain to consuming animals and poultry. With cooler weather still a few weeks away, herds will be kept on pasture as long as possible.

Steadier Prices Revive Feed Buying in Central Area

Central states formula feed mills report some revival of interest in most classes of poultry feeds. Previously purchased inventories have been worked down in many instances, and with prices more stable as a result of leveling off in certain ingredient values, local dealers and feeders have reentered the market for supplies.

Egg mashes are moving better as pullets begin to enter the laying houses. Broiler rations still are priced favorably in relation to finished bird returns, which induces rather liberal use of feed.

Turkey feeds continue as the high point of activity with all central states feed producers and are expected to continue so for at least another month. Flocks are large, and forced feeding for the fall market is at a heavy rate.

Dairy formula feeds still are on the quiet side, with dairymen utilizing the lush pasturage which exists in most areas. Mills specializing in hog feeds report fair to good activity as a result of more stable markets.

Most ingredients have leveled off following the recent sharp declines and a few of them show a firmer tone. Outlook for growing feed grain crops remains mostly favorable, although there are some hardship districts in western Michigan which summer showers have consistently missed.

Poultry Business Steady, Dairy Feed Slow in Pacific N.W.

Declining formula feed prices and a very sluggish market marked developments in the feed trade in the Pacific Northwest during the past week. Formula feed prices were down $1 @2 ton, grains and most of the processed grains declined $2@3, led by barley, harvesting of which is in full swing in producing sections of eastern Washington.

The volume of turkey and egg mash business held about steady and dairy business was still in the doldrums. Feed men reported that due to the unfavorable milk-feed ratio, dairymen are not feeding any more than for bare maintenance in spite of the fact that pastures are in poor condition.

Also, the financial status of many dairymen is questionable, and feed dealers are reluctant to take on any more dairy feed business without being assured of where the money is coming from with which to pay for it. All these factors combine to make the outlook unfavorable for dairy feed trade.

Private trade estimates indicate that there will be more chickens in laying houses this fall than had been anticipated a few months ago, and this, combined with high meat prices which should mean favorable returns for turkeymen, makes the outlook for chicken and turkey feed business somewhat more favorable.

INDEX OF ADVERTISERS

Abilene Alfalfa Sales Co. ....
Alaska Fish Oil Extractors, Inc. 36
Albers Milling Co. ....
Albumina Supply Co. ....
Alfalfa Sales Co. ....
Allis-Chalmers Mfg. Co. ....
Amburgo Co. 52
American Dry Milk Institute, Inc. ....
American Elevator & Grain Division ....
American Feed Co., Inc. ....
American Flours, Inc. 36
Anderson Box Co. 37
Anderson, V. D., Co. ....
Anglo American Mill Sales Co., Inc. 22
Arcady Farms Milling Co. 37
Archer-Daniels-Midland Co. ....
Arid-Alro Mfg. Co. 48
Arkell & Smithe ....
Ark Valley Alfalfa Mills, Inc. 57
Armour & Co. ....

Badger Feeds, Inc. ....
Baker, H. J., & Bro. 48
Bartlett, C. O., & Snow Co. 33
Bates Grain Co. 55
Battaglia-Frey, Inc. ....
Baughman Manufacturing Co., Inc. ....
Baxter, A. E., Engineering Co. ....
Bemis Bro. Bag Co. 30, 31
Berg Bag Co. ....
Berg, Paul ....
Bison Grain Corp. ....
Blatchford Calf Meal Co. 36
Blomfield-Swanson Brokerage 45
Bonded Scale & Machinery Co. ....
Bongards Cooperative Creamery Assn. 12
Borden Co. 19
Bosworth Commission Co. ....
Bowman, Charles, & Co. 44
Brewers Yeast Council, Inc. 9
Brode Corp., The 54
Broiler Equipment Co. 51
Brower Manufacturing Co. 8, 12, 16
Brown-Forman Distillers .... Back Cover
Brown Oil & Chemical Corp. 4
Brussels Corporation 54
Burrows Equipment Co. 14
Butler Manufacturing Co. ....

Calcium Carbonate Co. 18
California Pellet Mill Co. ....
Calvert Milling Co. 9
Capin, A. B., Co. 6
Cargill, Inc. 11
CarO-Green, Inc. 55
Central Bag Co. ....
Central Bag & Burlap Co. ....
Central Mills, Inc. 9
Chantland Mfg. Co. 10
Chase Bag Co. 45
Checkerboard Elevator Co. ....
Chicago Feed Ingredient Co. 12
Clark, H. E., Co. 12
Clofina, Herbert E. 22
Cochran, Wright W. ....
Cold Spring Granite Co. ....
Columbia Phosphate Co. 34
Columbia Quarry Co. 6
Columbian Steel Tank Co. ....
Combs & Co. 50
Commercial Solvents Corporation 35
Conkey, G. R., Co. ....
Consolidated Alfalfa Co. ....
Consolidated Packaging Machinery Corp. ....
Consumers Soybean Mills, Inc. 36
Continental Grain Co. 55
Cook, Leo, Co. 10
Corn King Co. ....
Corn Products Refining Co. ....
Crete Mills 18

D. G. A., Inc. ....
Dannen Mills, Inc. 34
Davis, H. C., Sons' Mill Mach. Co. 34
Dawe's Manufacturing Co. 20
Dehydrating Process Co. 38
Des Moines Oat Products Co. 9
Detecto Scales, Inc. ....
Devold, Peder, Oil Co. 20
Diamond V Mills, Inc. ....
Dickinson Brothers Co. ....
Dixie Machinery Mfg. Co. 58
Dixie Mills Co. ....
Doty Technical Laboratories ....
Doughboy Industries, Inc. 51
Douglas Chemical & Supply Co. 45
Dow Chemical Co. 12
Drew, E. F., & Co., Inc. ....
Dreyer Commission Co. 16
Dubuque Packing Company ....
Duplex Mill & Mfg. Co. 45
Du Pont de Nemours & Co. ....

Early & Daniel Co. 55
El Dorado Oil Works 56
Elk Valley Alfalfa Mills, Inc. 55
Eschenheimer, Rudy, Co. ....
Ewing, Ray, Co. ....
Exact Weight Scale Co. ....
Excelsior Milling Co. ....

Fairfield Engineering Co. 46
Farmers Friend Mineral Co. 56
Farmworthy Mfg. Co. 6
Faultless Milling Co. ....
Feed Products & Service Co. ....
Feedstuffs Processing Co. 13
Fernando Alfalfa Milling Co. ....
Fischbein, Dave, Co. ....
Fishel Products Co. 36
Flambeau Milling Co. ....
Food Research Laboratories, Inc. ....
Forster Mfg. Co. 22
Fox Co. ....
Frazier & Black Electric Co. ....
Fruen Milling Co. 7
Fulton Bag & Cotton Mills 41

General American Transportation Corp. ....
General Biochemicals, Inc. ....
General Mills, Inc. ....
Gerber, Chas. A., Co. 7
Gland-O-Lac Co. ....
Goldhalk Sheet Metal Fabricators 50
Gorton-Pew Fisheries, Ltd. 45
Greene, A. G., Co. ....

Hales & Hunter 7
Hall Sales Co. 55
Hallenbeck Inspection & Testing Lab. ....
Hallet & Carey Co. 55
Hammers, Inc. 7, 50
Hammond Bag & Paper Co. ....
Hart-Carter Co. ....
Herring Sales Co. 45
Hiawatha Grain Co. 34
Hilltop Farm Feed Co. 47
Hilltop Laboratories 9
Hogan, Earl A., Co. ....
Holt Products Co. ....
Honeggers' & Co. 37
Hotel Tuller ....
Howes, S., Co., Inc. ....
Hubbard Milling Co. ....
Hubbell, Charles H. ....
Hughes, D. E., Co., The ....
Humphreys-Godwin Co. 26

Ibberson, T. B., Co. 6
Illinois Culvert & Tank Co. ....
Indiana Grain Machinery Corp. 50
Industrial Molasses Corp. 29
Innis, Speiden & Co. ....
International Paper Co. ....
Iowa Limestone Co. ....

J-M Trading Corp. ....
Jacobson Machine Works 3
Jenson Mills ....
Jerome Co. 12
Joseph, I. S., Co., Inc. 40

Kampffmeyer, B. ....
Kansas Grain Company 34
Kasco Mills, Inc. ....
Keener Manufacturing Co. ....
Kellogg Co., The ....
Kellogg Milling Co. ....
Kellogg, Spencer, & Sons, Inc. ....
Kenser, Charles H. 37
Kent, Percy, Bag Co., Inc. 51
Keystone Steel & Wire Co. ....
Kipp Kelly, Ltd. ....
Kraft Foods Co. 16

L. & M. Yeast Sales Division ....
Lacto-Vee Products Co. ....
La Budde 29
Landby Dehydrating Co. ....
Laitin Company, Inc. ....
Leader Bag Co. 16
Lederle Laboratories, Inc. 25
LeGear, Dr., Medicine Co. 47
LeRoy Grain & Cereal Co., Inc. ....
Limestone Products Corp. of America 46
Lonoke Phosphate Co. ....

McGehee Company 55
McLaughlin, Ward & Co. 50
McMillen Feed Mills, Inc. 17
Mallinckrodt Chemical Works ....
Maney Bros. Mill & Elev. Co. 4, 9, 42
Marden-Wild Corp. 54
Markley Laboratories ....
Martenis, C. J., Grain Co. ....
Martin, Theo W., & Son ....
Martin, William A. 36
Mayo Shell Corp. ....
Menhaden Fish Meal Co. 37
Mente & Co., Inc. 32
Merchants Creamery Co. 34
Merck & Co., Inc. 36, 37
Mid-Continent Grain Co. 24
Midland Warehouse Corp. 14
Midland-Western, Inc. 47
Midwest Burlap and Bag Co. ....
Mid-West Laboratories Co., Inc. ....
Mill Service Co., Inc. ....
Miller Manufacturing Co. ....
Milwaukee Feed & Grain Co. 42
Minneapolis Sewing Machine Co. ....
Minnesota Linseed Oil Co. 10
Mitchell, B. F., Co. ....
Morton Salt Co. ....
Mullin & Dillon Co. ....
Muncy Mill Machinery Co. ....
Murphy Products Co. ....
Myers-Sherman Co. 49

Nagel, Herman, Co. 12
Nat'l Alfalfa Dehydrating & Mfg. Co. 21
National Cotton Council of America ....
National Cottonseed Prod. Assn., Inc. ....
National Distillers Products Corp. 10
National Feed Co. ....
National Molasses Co. ....
National Vitamin Products Co. ....
Neahr, M. J., & Co. ....
Neumond Co. 20
New Amsterdam Import Co., Inc. 58
New Century Co., The ....
New England By-Products Corp. 45
Newsome Commission Co. ....
New York Quinine & Chem. Wks., Inc. 29
Noetheer, H. V., & Co. 46
Nopco Chemical Co. 42
North East Feed Mill Co. ....
Northern Peat Moss Co., Ltd. ....
Norwood Manufacturing Co. ....
Nutrena Mills, Inc. 11
Nutritional Research Associates, Inc. 42

O & M Seed Co. ....
Owens Products Co. 28
Oyster Shell Products Corp. 26

Pacific Molasses Co., Ltd. 60
Packers & Processors Sales, Inc. ....
Palstrol Co. 43
Paper-Calmenson and Co. 44
Park, Philip R., Inc. ....
Parks, J. P., Co. 4
Parrish, N. K. 13
Parrish & Heimbecker ....
Pay Way Feed Mills, Inc. ....
Peavey, F. H., & Co. ....

Perfection Foods Co. 52
Pico, Frank ....
Pioneer Alfalfa Mill 25
Pillsbury Feed Mills ....
Pioneer Bag Co. ....
Potomac Poultry Food Co., Inc. ....
Prater Pulverizer Co. ....
Pratt, W. C., Co. 29
Premier Peat Moss Corp. 23
Provico Feeds 34
Publicker Industries, Inc. 15

Quaker Oats Co. ....

Ralston Purina Co. 18
Randolph, O. W., Co. ....
Rapids Machinery Co. 57
Red River Alfalfa Co. ....
Reed Brokerage Co. ....
Reliance Feed Co. ....
Richardson, James, & Sons, Ltd. ....
Richardson Scale Co. 48
Richmond Mfg. Co. 39
Riley Feed Co. ....
Rode Feed Service 10
Rose Exterminator Co. ....
Rosen, Ralph ....
Ryde & Co. ....

St. Cloud Milling Co. 58
St. Regis Sales Corporation ....
Salsbury's, Dr., Laboratories 46
Sargent & Co. ....
Savage, Inc. 13
Schafer, Joe, & Sons 38
Schreiber Mills 27
Schultz, Baujan & Co. 40
Schutte Pulverizer Co. ....
Scroggins Grain Co. 52
Sea Board Sales Co. 29
Sea Board Supply Co. ....
Seagram, J. E., & Sons, Inc. ....
Security Mills, Inc. 53
Sedberry, J. B., Inc. 27
Seedburo 24
Seley, James H., & Co. 44
Shellbalider Co. ....
Siebring Manufacturing Co. 51
Sievert, C. W., and Associates 12
Silmo Chemical Co. 23
Simmonds & Simmonds, Inc. 40
Small, The W. J., Company, Inc. 5
Smith, Edward H., & Co. 18
Smith, George C. 10
Southern Oyster Shell Milling Corp. 23
Southwell Grain Corporation ....
Southwest Mill Supply Co. ....
Soy-Rich Products, Inc. ....
Specifide, Inc. 8, 52
Spencer Kellogg & Sons, Inc. ....
Sprout-Waldron & Co., Inc. 57
Staley, A. E., Mfg. Co. 39
Staley Milling Co. ....
Standard Brands, Inc. 47
Standard Feed Milling Co. 53
Standard Molasses Co. ....
Sterling Paper Co. ....
Stivers, Theo. 30
Stone Mountain Grit Co. ....
Strong-Scott Mfg. Co. ....
Sunset Feed & Grain Co., Inc. 40
Superior Feed Co. 8
Superior Packing Co. ....
Swanson, Carroll, Sales Co. 28

Tabor Grain & Feed Co. ....
Tamms Industries ....
Tennessee Eastman Corp. 18
Thompson-Hayward Chemical Co. 30
Thompson, The Tommy, Co. 42
Thomson, P. L., & Co. 47
Tioga Mills, Inc. ....
Tobacco By Products & Chem. Corp. 49
Transit Grain Co. 38

Uhlmann Grain Co. 28
Ultra-Life Laboratories, Inc. 41
Union Bag & Paper Corp. 22
United Distributing Co. ....
United Mineral Products Co. ....
U.S. Industrial Chemicals, Inc. 32
Universal Grain Corporation ....
Universal Mills 4

Val-A Company ....
Van Dusen Harrington Co. 7
Van Waters & Rogers, Inc. ....
VI-D Co. ....
Vitality Mills ....
Vitamins, Inc. ....
Vy Lactos Laboratories, Inc. ....

W-W Grinder Corporation 27
Wallace & Tiernan Co., Inc. 14
Walsh Grain Co. 38
Warner Arthur Grain, Inc. 27
Warren-Douglas Chemical Co., Inc. ....
Waterloo Mills Co. ....
Weller, B. I., Co. ....
Wene Poultry Lab. 28
Wenger Mixer Co. 26
Wessel, Duval & Co., Inc. 6
Western Burlap Bag Co. 46
Western Condensing Co. ....
White, Bob, & Co. 7
White Laboratories, Inc. 39
Whitmoyer Laboratories 33
Wilber-Ellis Co. 9
Williams Patent Crusher & Pulv. Co. ....
Wilson Chamber of Commerce ....
Wilson & Co. 24
Wilson, H. S., Co. ....
Wisconsin Alumni Research Foundation 44
Woodbach Brokers 18
Woodward & Dickerson, Inc. 49
World Products Corp. ....
Wyandotte Chemicals Corp. ....

Zellerbach Laboratories 49

Choice OF FOREMOST FEEDERS Everywhere because...

- **FEEDERS find B-F SuperSol helps steers gain weight.** *Example:* a feeder reports his SuperSol-fed steers gained an average of 76.6% in weight in only 95 days!
- **FEEDERS find B-F SuperSol helps settling.** *Example:* a feeder reports that 18 of the 20 heifers fed SuperSol settled in calf the first service, against 14 of the 20 heifers that were the same age but were not fed SuperSol.
- **FEEDERS find B-F SuperSol helps win awards.** *Example:* in the last Eastern Livestock Exposition every blue ribbon in the Shorthorn classes went to a SuperSol-fed bull or female. Feeders of other breeds report comparable results.
- **FEEDERS find** after tests and comparisons, they prefer this *complete* supplement for feeding with their basic grain ration, **because SuperSol gets results they want.**

Feed B-F SuperSol to your cattle.

(Available in pellet or granular form.)

PROVIDES

true VITAMIN A
VITAMIN D

B-GROUP VITAMINS
RIBOFLAVIN, THIAMIN
NIACIN, CHOLINE, PYRIDOXINE, PANTOTHENIC ACID,
p-AMINOBENZOIC ACID
BIOTIN, FOLIC ACID

FATS and PROTEINS
CALCIUM, PHOSPHOROUS
and ESSENTIAL TRACE MINERALS

plus **VITAL PRODUCTIVE FACTORS**

FREE!

This booklet tells what SUPERSOL will do for your livestock!

Write

FEED DIVISION
BROWN-FORMAN
DISTILLERS CORPORATION
at
LOUISVILLE IN KENTUCKY